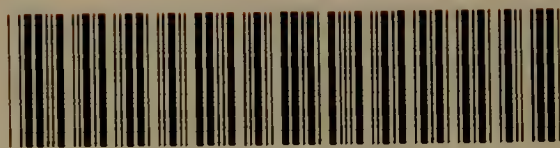

THE TWENTY-EIGHTH ANNUAL
MEETING NATIONAL WHOLESALE
DRUGGISTS' ASSOCIATION, AT
MONTEREY, CALIFORNIA, 1902



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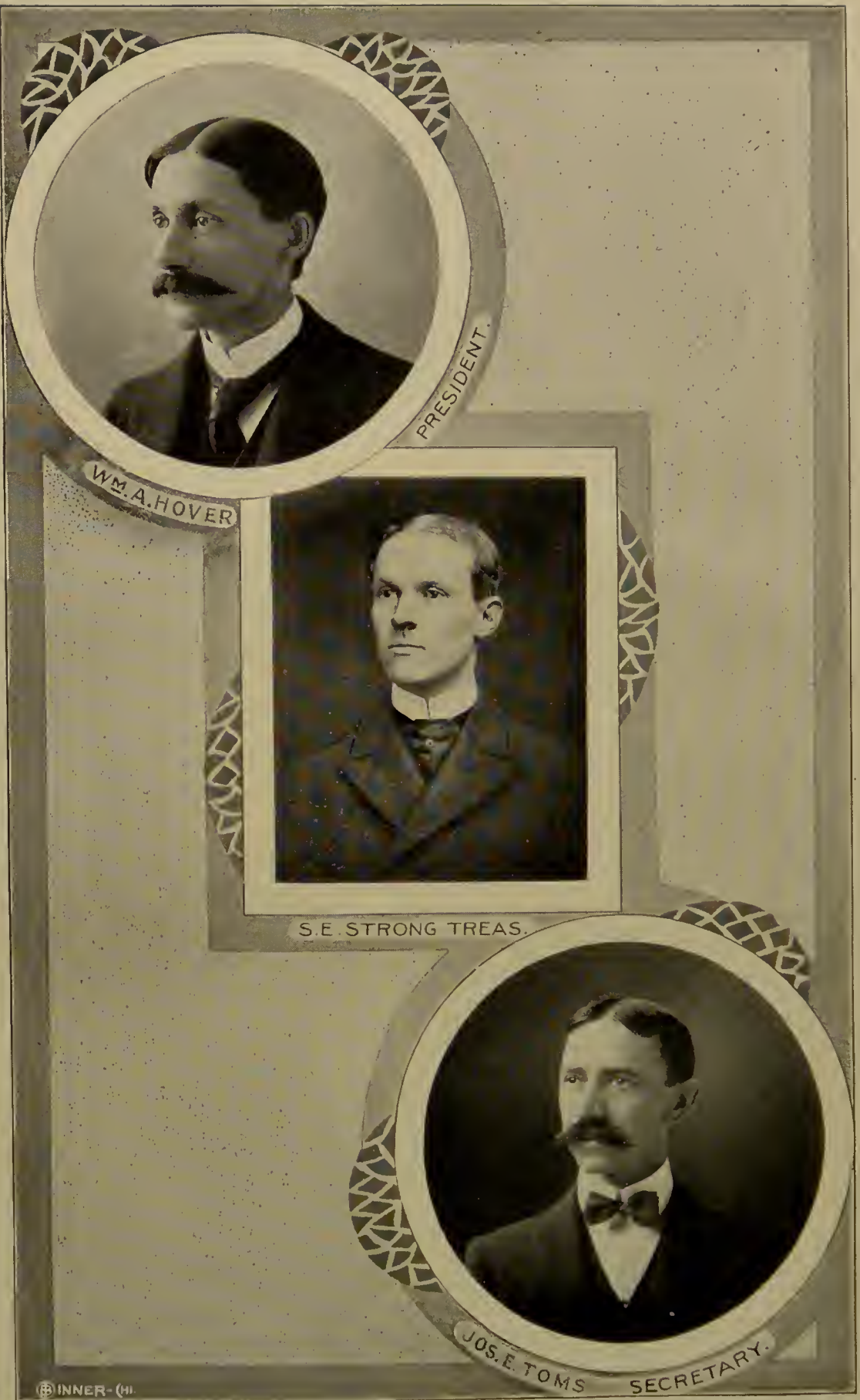
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PRESIDENT.

S. E. STRONG TREAS.

JOS. E. TOMS SECRETARY.

PROCEEDINGS

of the

National Wholesale Druggists'
Association

IN CONVENTION AT

HOTEL DEL MONTE
MONTEREY: CALIFORNIA
OCTOBER SEVENTH, EIGHTH AND NINTH

1902

J. L. HOLLAND
OFFICIAL STENOGRAPHER

THE HOLLENBECK PRESS : INDIANAPOLIS, INDIANA

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OF THE

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JAMES RICHARDSON, St. Louis.....Mch. 15, 1876, Indianapolis

JAMES RICHARDSON, St. Louis.....Feb. 14, 1877, Pittsburg

ARTHUR PETER, Louisville.....Feb. 13, 1878, Louisville

THOMAS LORD, Chicago.....Nov. 13, 1878, Chicago

HENRY H. BUTTON, Milwaukee.....Nov. 13, 1879, Milwaukee

THEO. H. HINCHMAN, Detroit.....Nov. 10, 1880, Detroit

JAMES S. BURDSAL, Cincinnati.....Nov. 9, 1881, Cincinnati

HORACE BENTON, Cleveland.....Nov. 8, 1882, Cleveland

Name Changed Nov. 8, 1882,

TO

National Wholesale Druggists' Association.

PRESIDENTS

OF THE

National Wholesale Druggists' Association

ELECTED

WILLIAM A. GELLATLY, New York.....Oct. 17, 1883, New York
 CHRISTIAN F. G. MEYER, St. Louis.....Oct. 22, 1884, St. Louis
 MAHLON N. KLINE, Philadelphia.....Oct. 20, 1885, Philadelphia
 DANIEL R. NOYES, St. Paul...Sept. 27, 1886, St. Paul-Minneapolis
 E. WALDO CUTLER, Boston.....Aug. 23, 1887, Boston
 GEORGE A. KELLY, Pittsburg.....Sept. 11, 1888, Saratoga
 PETER VAN SCHAACK, Chicago.....Oct. 22, 1889, Indianapolis
 DANIEL STEWART, Indianapolis.....Oct. 2, 1890, Washington
 WILLIAM A. ROBINSON, Louisville.....Oct. 21, 1891, Louisville
 JAMES E. DAVIS, Detroit.....Sept. 21, 1892, Montreal
 FRANK A. FAXON, Kansas City.....Oct. 11, 1893, Detroit
 THOMAS F. MAIN, New York.....Oct. 1, 1894, New York
 J. C. ELIEL, Minneapolis.....Sept. 4, 1895, Denver
 JOHN B. PURCELL, Richmond.....Oct. 5, 1896, Philadelphia
 CHARLES F. WELLER, Omaha.....Oct. 13, 1897, Richmond
 CYRUS P. WALBRIDGE, St. Louis.....Oct. 20, 1898, St. Louis
 EDWARD C. FRISBIE, Hartford.....Oct. 12, 1899, Niagara Falls
 WILLIAM J. WALKER, Albany.....Sept. 20, 1900, Chicago
 WILLIAM J. WALDING, Toledo...Oct. 15, 1901, Old Point Comfort
 WILLIAM A. HOVER, Denver.....Oct. 9, 1902, Monterey



HOTEL DEL MONTE, MONTEREY, CAL.

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Twenty-Eighth Annual Meeting

OF THE

National Wholesale Druggists'
Association

AT

Hotel Del Monte, Monterey, California
October 7, 8 and 9, 1902

FIRST SESSION.

TUESDAY MORNING, OCTOBER 7.

President William J. Walding, of Toledo, Ohio, called the meeting to order at 10 o'clock, and said:

Gentlemen, I have the pleasure of calling to order the Twenty-eighth Annual Meeting of the National Wholesale Druggists' Association. I have the pleasure, also, of introducing Mr. W. P. Redington, of San Francisco, the Chairman of the Committee on Arrangements and Entertainment.

MR. REDINGTON: Gentlemen, I take pleasure in introducing to you the Hon. R. F. Johnson, Mayor of Monterey, who will tell you how glad we are to see you in California, and to cordially welcome you.

ADDRESS OF WELCOME BY HON. R. F. JOHNSON.

Mr. President and Gentlemen of the Association—Mine is indeed an enviable position. Upon me, as the representative of the city government, falls the honor of welcoming your learned and influential body to Monterey, the old, historic town, the ancient capital of the Spanish possessions on this coast, the queen of American watering places, and of all summer and winter resorts.

A few brief weeks ago I should have urged upon you the necessity of earnest and determined effort to concentrate your thoughts upon the great and noble work which is before you, as, for nigh on to a half century, "Old Monterey" has been known as the "place of slumber," the "Sleepy Hollow" of California, where all who came within its mystic influences, lulled by the gentle murmur of ocean beach, carried above and beyond worries of busy life by mild and gentle breeze, the soothing influences of the perfume of the flowers, the pines and the ozone arising from the mild waters of the Pacific, were prone to pass the hours in that happy, dreamy condition, only expressed by the Spanish proverb, "*Dolce far niente.*"

In the last few weeks, however, the hoary old god Mars has placed his finger on our "City by the Sea," and you will find us in the midst of that strife which sooner or later must come to all localities where nature has laid at the feet of man so many advantages as you find surrounding us—I mean the strife between nature's quietude and man's desire for activity and change.

Monterey history is coincident with California; it dates back to the year 1602, when Philip III of Spain dispatched Don Sebastian Viscaino with three vessels on a voyage of discovery. Viscaino anchored in our bay on December 10, 1602, and took possession of the country in

the name of the King of Spain; the expedition remained but a few weeks and returned. Several unsuccessful attempts were made afterward to find Monterey until Junipero Sierra anchored the vessel "San Antonio" at this port on June 3, 1770. The "San Antonio" soon returned to Mexico, leaving Father Junipero and a lieutenant with thirty soldiers. Father Sierra at once began the work of building the Carmel mission. The following year he had built the San Carlos. Both missions are yet in use. Mexico, becoming tired of Spanish rule, in 1822 established herself as a separate empire. On July 7, 1846, Commodore Sloat, who had arrived a few days previous on the U. S. frigate "Savannah," dispatched Captain Mer- vaine with two hundred and fifty seamen and marines on shore to raise the American flag at Monterey. In accordance with his instructions, the Mexican colors were lowered and the Stars and Stripes floated to the breeze over the old custom house, now intact, while the air resounded with cheers from the citizens and the booming of cannon from the ships in the harbor.

Gentlemen, I take pride in the thought that the city of Monterey should be the city to welcome you to the state. During your short visit I want you all to feel as if you were in your own home. You will find our people willing and ready to give you all information. The officers are instructed to open the doors of all places of interest. The Old Capital Club extends to you a welcome, and bids you, each and all, to consider yourselves its guests, with all privileges of membership, during your stay in our midst. So, in the name of the city of Monterey, of the state of California, I bid you all a most hearty welcome. [Applause.]

PRESIDENT WALDING: I will ask Mr. F. A. Faxon, of Kansas City, to reply.

RESPONSE TO ADDRESS OF WELCOME.

MR. FAXON: Mr. President and Gentlemen of the National Wholesale Druggists' Association—I generally feel troubled, and I think some others do, perhaps, when I am called upon suddenly for a speech. But there is a sense of gladness as I arise now to respond to the eloquent address of welcome of the Mayor of Monterey in such a spot as this.

Since we reached the coast we have received one continuous ovation. [Applause.] We came across the plains, the mountains and the deserts in a train of unsurpassed elegance and comfort, and I could not help thinking of the changes that time had wrought since Fremont, the old Pathfinder, came over the mountains and blazed the way, and I was pleased to see the aged widow of that great man sitting under her own vine and fig-tree in the beautiful city of Los Angeles, on Sunday, as we drove around that city.

Coming over the desert, we often heard the inquiry, "What is all this worth?" But when we reached the spot where the intelligence of man had wrought such marvelous changes, the question was answered.

At San Bernardino we met our hospitable friends from Los Angeles, and they accompanied us to the towns of Redlands and Riverside, and we all were indeed amazed to see how, in a few years, a desert of the most forbidding character had been made to blossom as the rose [applause]; to blossom as no other desert ever was made to blossom before.

At Los Angeles we took a drive around the city and saw its evidences of great prosperity, its mammoth structures of commerce and its palatial homes, and we were told of the growth of this country, and surely we must

conclude that there can be no limit to it when we see, with our own eyes, what has been done in so brief a time.

California now has, I believe, some 2,000,000 people, but we can understand, when the development is made that can and will be made, that it is no idle dream to look for 10,000,000 people in this state in the not distant future.

We are now here in what is, I believe, the loveliest spot on earth. Two years ago last spring I was in this hotel, and I told the manager I should very much like to come here some time with the National Wholesale Druggists' Association, and here we are. There are not so many with us as I wish were here, but there will be more to come after us, and those who are here will come again, for this is, I might say, a bourne from whence few travelers return to stay. Having known the glories of this coast, those going back to the rigorous climate of the East often have their hearts fondly turned in this direction.

We have now met in a spot that blends the historic with the romantic—in the old town of Monterey, where the early Spanish settlement was made by those zealous people who came here to civilize the savage. That is where the Bear Flag—the California state flag—was first raised, and that is where the first constitutional convention was held, which was reported to the New York "Tribune" by that well-known traveler, author and poet, Bayard Taylor. It is indeed in all respects a most charming spot. Here mountain, main and forest conspire to beautify the scene. On every hand there is something noble and inspiring—a bay as blue as any of the Mediterranean, lofty mountains, and the primeval forest, where from the treetop calls the crow through all the pleasant day.

I thank you, Mr. Mayor, for your most cordial welcome. I want to say that throughout the journey and since we reached this part of California, since we came to the place where the desert and the flower garden meet, we have been pleased not only with the bloom on every hand, but our souls have been made glad by the brighter flowers of hospitality; and for those things I thank every member of the California committee; and especially do I thank the Mayor for his kindly words of greeting and invitation this morning. [Applause.]

PRESIDENT WALDING: The next order of business is the calling of the roll.

SECRETARY TOMS: In accordance with the usual custom, I move that, instead of calling the roll, we accept the registry in the register-book of the Secretary as the roll-call. (Carried.)

On motion of Mr. J. C. Eliel, the reading of the minutes of the last annual meeting was dispensed with.

PRESIDENT WALDING: The next order of business is the President's address. I will ask Mr. Blanding, Vice-President, to take the chair.

(Vice-President Blanding in the Chair.)

VICE-PRESIDENT BLANDING: Mr. Johnson informs me that at 12 o'clock sharp, there will be a raising of the flag to name the camp of Monterey, and he invites the Association to be present on that occasion.

President Walding then read his address as follows:

THE PRESIDENT'S ADDRESS.

Gentlemen of the National Wholesale Druggists' Association—
At the opening of this convention, I can not refrain from congratulating our Association upon the selection of this beautiful place in California for our twenty-eighth annual meeting. A few of us desired the meeting in the East, believing we would not have a representative meeting here. It was due our Western members that we should meet with them, and a glance at the program of entertainment provided and the generous hospitality shown is sufficient evidence of the interest taken by our members in the West and on the Coast in our Association.

I shall not enter into any extended review of the year, as the Committees I had the honor to appoint, and whose Chairmen did the Association and myself the honor to accept, are men particularly fitted to the subjects they have in hand. The reports are all important, and I am gratified, and the Association is to be congratulated, upon the good work performed and suggestions made.

We sustained a great loss on March 26th when we received a brief message announcing the death of our beloved Secretary and friend, Mr. A. B. Merriam. For several years we have noticed him decline in health, physically but not mentally. The reports of our meetings we have received from his hands for many years have been most valuable, and especially the tables and reports of last year.

According to Article 9 of our Constitution, the President of the Association is empowered to make appointments to fill vacancies in elective offices, subject to the approval of the Board of Control. It was my pleasure to appoint Mr. J. E. Toms Secretary, who was unanimously approved by the Board of Control.

The past year has been one of prosperity to business generally, and there has been as little hardship to contend with as any year in the history of our Association. The commercial activity

of the whole country has furnished us with the proper percentage due us, and the little disturbance we have had to contend with in a few sections is overcome by the harmony existing in the greater part of the country. In the East (New England) the most serious problem presented itself early in December. A meeting of the New England Drug Exchange was called for Providence to confer with Mr. Shoemaker and some of his Committee, who were present. The result of this meeting was not satisfactory. In March another meeting was called by the Chairman of the Committee on Proprietary Goods, Mr. Shoemaker, in New York, that resulted in some good. In August Mr. W. J. Walker, Mr. Albert Plaut and Mr. Shoemaker took the matter in hand and adjusted affairs satisfactorily to all parties concerned. To these gentlemen great credit is due.

Another disturbed section was in and about Louisville. The Ohio, Kentucky and Indiana Drug Exchange looked after this trouble, and now harmony prevails.

This year has witnessed the formation of several Exchanges or local organizations, which have resulted in untold good to those participating. It is often the case that dealers in competition with each other are wrongly informed as to the nature of such competition, when distrust prevails until they are brought in contact with each other, with a view of listening to grievances and settling same, almost always with very little trouble, and satisfaction to all parties. There is further need of Exchanges and Local Associations. Acquaintance and personal contact go a long way toward lessening unmercantile competition and misunderstandings. The Committee on Relations with Local Associations, City and Interstate, Mr. Geo. W. Lattimer, Chairman, has given the matter of local associations much study, and his report on this subject should be given particular attention.

We have been confronted this year with numerous and different plans for marketing goods, that have in view the taking of trade from the legitimate jobber. I have reference especially

to such companies as The Drug Merchants of America, The Druggists' Co-operative Bureau, The International Drug & Notion Company, The Bakterol Company, etc. The Chairman of the Proprietary Committee, Mr. Shoemaker, has investigated several of these associations with the result of finding them to be combinations of retailers in the shape of "Buying Clubs" principally. Some of them have been successful in obtaining goods at first hands for division. Manufacturers who sell combinations of this character are few and weak, for in doing so they certainly do not create a greater demand for their goods, but do deprive the jobber of this business. It is gratifying indeed to know that many proprietors refuse to sell such combinations.

The National Association of Retail Druggists, in co-operation with The Proprietary Association of America and this Association, has performed good service; confidence in each other is becoming more established. In many cases where aggressive cutting prevailed goods were sold by the retailer at cost, and in many instances at less than cost. Local organization has been the means of bringing both sides together, when price schedules have been adopted to the benefit of all parties. Especially has this been the case in Pittsburgh, St. Louis, Minneapolis, Toledo and other cities.

It is not my purpose to burden you with a lengthy address; the committees' reports cover the entire ground. I wish, however, to call particular attention to the great and good work done for the Association by Mr. Shoemaker and his assistants, Mr. Holliday and Mr. Toms. They deserve particular mention, and it is my pleasure to say that this important work could not have been in better hands.

The address was, on motion, referred to a special committee, consisting of J. C. Eliel, of Minneapolis, Minn.; Thomas F. Main, of New York, and G. W. Lattimer, of Columbus, Ohio.

(President Walking in the Chair.)

The Secretary announced that the report of the Committee on Membership was not completed, but would be ready at the afternoon session.

Secretary Toms presented his report, which was referred to the Board of Control.

REPORT OF THE SECRETARY.

Mr. President and Gentlemen of the National Wholesale Druggists' Association—The lamented death of our former beloved Secretary, to which fitting reference will be made in the report of the Committee on Memorials of Deceased Members, occurred on March 26th, 1902, and on April 25th President Walding issued a circular to the members of the Association announcing the appointment of the undersigned to fill the vacancy, in connection with his duties as Secretary of the Committee on Proprietary Goods. Since that time but little of general interest has transpired in the Secretary's office.

Several communications were received from Mr. E. P. Bacon, of Milwaukee, Wis., Chairman of the Executive Committee of the Inter-State Commerce Law Convention, relative to the progress in Congress of the Elkins Bill for the amendment of the Inter-State Commerce Act, and the same were referred to the Chairman of the Committee on Transportation, for such attention as might be deemed necessary.

The following circular letter was received by your Secretary in July from the Secretary of the Inter-State Commerce Commission, Washington, D. C.:

"Sir—The United States Senate, on July 1, 1902, passed the following resolution:

"Resolved, That the Inter-State Commerce Commission be, and is hereby directed to furnish to the Senate a list of National, State and local commercial organizations; also National, State

and local agricultural associations of the United States to such extent as may be practicable, and report to the Senate during the month of December next, and that fifteen hundred copies be printed for the use of the Senate.'

"To enable the Commission to make the report required by the foregoing resolution, and to answer it as fully as possible, you are hereby requested to furnish, as soon as you conveniently can, the name and location of your association, and the names and postoffice addresses of its president and secretary; also copies of such proceedings, reports and printed matter as you may have for distribution.

"Please give also the names and addresses of any organization, National, State or local, such as boards of trade, chambers of commerce, commercial clubs, builders' exchanges, produce exchanges, agricultural associations or other associations of merchants, manufacturers or producers located in your part of the State.

"The information, when compiled, will be published in pamphlet form as a list of National, State and local commercial and agricultural associations, and a copy will be mailed to each of the organizations. It is desirable, also, that notice of all future changes in the names of officers of your association shall be sent to this office for the purpose of enabling the Commission to revise the mailing list for its annual reports and other published documents.

"Below find blank form for reply, together with addressed envelope, which requires no postage for transmission.

"Your prompt and careful co-operation in this matter will be greatly appreciated. Very respectfully,

"EDW. A. MOSELEY, *Secretary.*"

In response to this request, the blank was returned with the names and addresses of the President and Secretary of this As-

sociation alone, and a copy of our proceedings at Old Point in 1901 was forwarded to Mr. Moseley.

On August 20th Mr. Moseley wrote to your Secretary as follows:

"Dear Sir—I appreciate very much your kindness in sending copy of report of the Twenty-seventh Annual Meeting of your Association, and the reply to our circular regarding commercial organizations, both of which are hereby acknowledged. I have been advised by one of our Washington druggists that there are local associations in a number of the larger cities affiliated with your national body. The Commission desires to make a complete report of all such organizations to the Senate, and I am compelled to trouble you further in order to obtain a list of the subordinate associations. Will you kindly furnish this information on the blanks inclosed?

"I also inclose addressed envelope requiring no postage for your reply. Very respectfully, EDW. A. MOSELEY, *Secretary*."

The following answer was sent to him on August 28th:

"Dear Sir—Replying to your favor of the 20th, would say that there are some semi-social clubs and exchanges among the drug jobbers in various cities and States, but they are not affiliated with the National Wholesale Druggists' Association in an official way. In most cases the individual members of these local organizations are likewise members of the National Wholesale Druggists' Association, but the different clubs and exchanges referred to look after their own local affairs, and the National Wholesale Druggists' Association has no control over them. In other words, each local body is entirely independent of the National Wholesale Druggists' Association, as well as of all other local organizations. You can readily understand, therefore, that I am not now in a position to give you an accurate, complete and authentic list of these various local associations and

their officers, as they do not make any official returns to this office. Yours very truly, J. E. TOMS, *Secretary N. W. D. A.*"

Your Secretary has thought best to submit the entire matter to the Association for consideration. He has for a long time been of the opinion that it would be very desirable, as a matter of information and convenient reference, to print in our annual proceedings a list of all local organizations of wholesale druggists, and their officers. In view of the correspondence quoted with the Inter-State Commerce Commission, the question arises whether the printing of this list in our book of proceedings could be construed as evidence that the local bodies referred to are officially affiliated with this Association, and if so, whether it is desirable, on account of possible legal complications, to have this impression created. We ourselves know that the National Association has no control over the local organizations, and that each of them acts as an entirely independent body in the regulation of its own local affairs. Under the circumstances, however, your Secretary believes that it would be entirely proper, as well as highly desirable, to print such a list in our proceedings under the caption of "*Independent Local Organizations of Wholesale Druggists.*" He respectfully requests that this question be considered and decided at this meeting.

As a matter of record, it is proper to state that upon receipt of a request from the Philadelphia Commercial Museum for the appointment of two delegates to represent this Association at a meeting of the Advisory Board of that institution, to be held in Philadelphia, October 7th, 8th and 9th, 1902, President Walding designated Mr. M. N. Kline and Mr. C. F. Shoemaker, of Philadelphia, to act in that capacity, and credentials were furnished these gentlemen for the purpose, with the understanding that they will continue to represent this Association on the Advisory Board until further notice. It may be added that if only one delegate is present at the meetings of the Advisory Board, he is

entitled to cast both of the votes to which the Association is entitled as a member of that body.

The following table will show the state of the membership with the changes that have occurred during the year:

ACTIVE MEMBERS.

Listed in proceedings of 1901.....	228
Omitted from list.....	1
<hr/>	
Total	229
Lost by consolidation with other firms.....	3
Retired from the wholesale drug business.....	2
Failed to pay annual dues.....	2
Resigned	1
<hr/>	
Total losses during the year.....	8
<hr/>	
Leaving the net number of active members.....	221

ASSOCIATE MEMBERS.

Listed in proceedings of 1901.....	173
Omitted from list.....	3
<hr/>	
Total	176
Lost by consolidation or absorption.....	1
Retired from business.....	1
Resigned or failed to pay annual dues.....	4
<hr/>	
Total losses during the year.....	6
<hr/>	
Leaving net number of associate members.....	170

The two active members who failed to pay the annual dues were dealers with only a limited jobbing business. The one who sent in his resignation explained that there was an anti-trust

law in his State, which might include this Association in its definition of a combination or trust. In reply, your Secretary pointed out to him that there was no real ground for this apprehension, as the Courts have frequently affirmed the perfect legality of our Association, which is in no sense a trust. He also called his attention to the recent decision of the United States Supreme Court declaring the Illinois anti-trust law unconstitutional, because of the exemption of live stock and agricultural products from its provisions and penalties, thus making it class legislation. He was likewise reminded that as the anti-trust laws of his State, as well as some others, contained a similar exemption, all such laws would naturally come within the scope of this decision, rendered by the highest Court in the land.

It is very gratifying to learn that our active and energetic Committee on Membership has secured a large number of applications this year, which will make a handsome increase in the membership list. Respectfully submitted,

J. E. TOMS, *Secretary*.

RECEPTION OF DELEGATES.

PRESIDENT WALDING: We have some letters from different associations; one from the Proprietary Association of America, represented by Mr. R. E. Queen, of San Francisco.

MR. QUEEN: Mr. President and Gentlemen of the National Wholesale Druggists' Association—I have been requested by the Proprietary Association of America to voice its greetings and cordial wishes for a most fruitful, harmonious and enjoyable meeting.

I have no doubt that your deliberations will be characterized by the same high-minded, conservative, yet energetic spirit which you have always shown.

Especial interest will be felt in any measures which will

conduce to the advantage of our mutual friends, the Retail Druggists, and to that end I pledge the earnest support and co-operation of the Association which I have the honor to represent on this occasion.

As a member of the Wholesale Druggists' Association, as well as of the Proprietary Association, I avail myself of this opportunity to express to you the personal gratification which I feel on meeting with you in this lovely place. In years gone by I have sailed with many of you down the waters of the mighty St. Lawrence, wandered together in the royal gorges and grand canyons of Colorado, dined with you in the historic city of Philadelphia and elsewhere; and therefore, as a Californian, I desire to join with the official representatives of California in bidding you welcome to this Golden State, on whose shores the setting sun smiles each day at the same hour he awakens the Orient from its slumbers on the morrow. A hearty welcome to its magnificent scenery and its splendid climate! In the words of the immortal Spanish Padres and Dons, who first civilized this section many years ago, and whose herds of cattle and lands and hospitality were boundless in their day, they are all yours. Yes, yours to behold and enjoy while you may, and when you return to your homes in other sections, may you carry with you many pleasant recollections for the years to come of happy hours well spent in California. If we can contribute to your enjoyment while here, it will afford us great pleasure.

I thank you, Mr. President and gentlemen, for your courteous attention. [Applause.]

PRESIDENT WALDING: I will ask Mr. Walker to respond to Mr. Queen.

MR. WALKER: Mr. President and Gentlemen—It gives me great pleasure to respond to the very kind words of the representative of the Proprietary Association of America. In a large measure, the bulk of our business, in its great amount, is with the proprietors. We appreciate the protection you have given us, especially in the distribution you have given us so largely of the sale of your goods, and it is our purpose and wish to do everything we can to enhance the sale of the articles you represent and to make your business prosperous, not forgetting our own at the same time.

PRESIDENT WALDING: We have credentials from the American Pharmaceutical Association for the following delegates: Mr. C. A. Mayo, of New York City; Mr. M. N. Kline, of Philadelphia; Mr. Theo. F. Meyer, of St. Louis; Prof. W. M. Searby, of San Francisco, and Mr. W. L. De Woody, of Pine Bluff, Ark.

MR. MAYO: Mr. President and Gentlemen—I come with great pleasure as a representative from the oldest of the national associations to the most powerful of the national associations connected with the drug business.

The American Pharmaceutical Association held at Philadelphia, a few weeks since, a most interesting and delightful meeting in commemoration of the fiftieth anniversary of the foundation of the organization. It may be of interest to remind you of the fact that the primary purpose of the organization of that association was to bring about an improvement in the character of the drugs imported through the custom houses of the United States. That object has been accomplished so well that, by referring to some former volumes of proceedings, I find that several of your successive committees on the subject of

drug adulteration have taken occasion to refer with the highest commendation to the character of the service done to the wholesale drug business by the inspection of drugs at the custom house. I therefore claim for the American Pharmaceutical Association some measure of gratitude from you gentlemen for the good work which was done by our founders. By a rather fortunate coincidence, it happens that at this fiftieth anniversary there was made public the fact that the United States government had established a drug laboratory which will endeavor to do, in an advisory way only, not having any mandatory powers, for domestic drugs what the custom house has done for imported drugs. This fact was made public at the Philadelphia meeting, and we were invited to co-operate, and I am quite sure that all of you will be pleased to know that this step is about to be taken to improve the quality of your domestic drugs.

I am also pleased to say that our votes on various questions in which you are interested showed that the American Pharmaceutical Association will continue to co-operate with the National Wholesale Druggists' Association in all those aims in which we have mutual interest, and they are very many.

On the matter of the reduction of the tax on alcohol, we passed a vote indorsing this reduction—a subject in which you are all vitally interested.

The history of trusts brings out the fact that the day of selfish combinations has really passed away; those combinations which are based upon purely selfish interest, without accomplishing any general good, have died. Those associations and combinations in which the good gained by the individual is coincident with good gained for the community at large, have been successful.

The success of your association is, therefore, one of

the best evidences of the fact that you have not toiled selfishly; that your objects have not been exclusively selfish; that while you have acted with what might be termed enlightened selfishness, the fact that you have prospered is one of the best evidences that you are working for the good of the drug community generally.

Each of my predecessors has been almost forced to say something of the delights which have been set before us by our California friends; and, despite the fact that such speakers as Mr. Faxon and Mr. Walker have preceded me, I feel that I, too, must say something to express the gratification, the delight, and the surprise which all have experienced in coming here. As we passed through the deserts and over the mountains of sand, it seemed to me that there was something rather beyond that which met the eye in the mere outward scenery, that there was a spiritual significance, and this thought found expression in this wise:

Cactus and yucca and mezquite and sage,
Mountain and valley of sand;
Surely our Maker hath made you in rage
To punish the sins of poor man.

Orange and olive, pomegranate and fig,
Valleys of verdure and vine,
Our Lord hath forgiven our sins for His sake
Who turned the water to wine.

[Applause.]

PRESIDENT WALDING: I will ask Mr. Hover to reply to the American Pharmaceutical Association.

MR. HOVER: Mr. President and Gentlemen of the As-

sociation—I don't know that it is entirely proper for me to make this reply, because I have been a member of the American Pharmaceutical Association for many years, and am still a member. I am certain that we, as members of the National Wholesale Druggists' Association, all recognize the valuable character of the work performed by the American Pharmaceutical Association, and that we wish them Godspeed in that work. They are doing work that should be encouraged by us all; work that is necessary, not only as a benefit to themselves, but indirectly as a benefit to the jobbers.

During the past year I have found myself in the position of a recruiting agent for the benefit of the American Pharmaceutical Association, and, in looking up the question of membership of that association, I was very much surprised to find out that their membership was not in as healthy a condition as it should be. I took it that it was a question that concerned and was of interest and importance to all wholesalers. In our own state, as an example, I found that there were only ten active members of the American Pharmaceutical Association—a state which ought to be represented to the extent of four or five times that number. With but very little effort on my part, I succeeded in nearly doubling the membership from Colorado. If the wholesalers generally would give this matter a little attention and stimulate interest in the work of the American Pharmaceutical Association in their respective territories, I am sure it would be productive of a great deal of good. I am sure, furthermore, it would be greatly appreciated by our friends, the retailers, and members of their association. [Applause.]

PRESIDENT WALDING: We have credentials from the New Jersey Pharmaceutical Association for Messrs. Wm.

O. Kuebler, Newark, N. J.; Clarence P. Smith, Newark, N. J.; Thomas F. Main, New York City; Wm. R. Laird, Jersey City, N. J.; H. O. Ryerson, Newton, N. J.

I will call on Mr. Main, who is present.

MR. MAIN: It gives me pleasure to appear for and represent the New Jersey Pharmaceutical Association, the oldest of the state associations. Our delegates are charged to convey the best wishes of the members of the New Jersey Association that this should be a successful meeting, and to assure you that all measures adopted by this body for the betterment of the drug trade as a whole will receive the active and hearty support of the members of our Association. [Applause.]

PRESIDENT WALDING: I will ask Mr. Cutler to respond to Mr. Main.

MR. CUTLER: Mr. President and Gentlemen—We certainly are all very glad that Mr. Main represents this Association. We are glad to have him with us, and we appreciate his words of greeting to us. We trust that the New Jersey Association will be prosperous, and that any measures that we enact here will redound to their benefit.

PRESIDENT WALDING: The Southern Drug Club is represented by Mr. L. N. Brunswig, of New Orleans.

MR. BRUNSWIG: Mr. President and Gentlemen of the Association—While I have been a member of your Association for almost a quarter of a century, practically since its inception, this is the first time it has been my privilege to meet with you, and I congratulate myself upon this occasion. My presence as a delegate from the Southern Wholesale Drug Club is simply for the purpose of join-

ing in your deliberations. I have been preceded by so many gentlemen possessing superior oratorical talents that I will not assume to in any manner detain you by a long speech. I am not naturally thus gifted. Suffice it to say, however, that the Southern wholesale druggists are in full harmony with the views of this Association, and will endeavor to carry out the decisions reached in your wise counsels looking to enforcing, in a forcible manner, such reforms, rules and regulations as it will be your pleasure to adopt, and in every way to fortify the position of the National Wholesale Druggists' Association. [Applause.]

PRESIDENT WALDING: I will call on Mr. Kline to respond.

MR. KLINE: Mr. Chairman and Gentlemen—Mr. Faxon spoke of his surprise when suddenly called on for a speech, after he had at least six days' notice that he was expected to make that speech. But I want to say now that mine is a real surprise; there is nothing "fake" about it. Nevertheless, I will follow the example of the gentleman from the Southern Drug Club and say that I have been preceded by such eloquence that it certainly takes my breath away, and I am unable to do more than express, in behalf of this Association, the gratification—the real gratification—at feeling that all points of the compass, including the South, are here represented and are here united for the purpose of furthering the best interests of our trade. I believe that in that way only can we continue the success which this organization has established for itself in the past, and therefore I can certainly heartily express the gratification of hearing the words of welcome from our distinguished member from

New Orleans in reference to the work of this organization.

PRESIDENT WALDING: Are there any other delegates present from other associations whom we have no credentials from? I have some correspondence here that the Secretary will read.

MR. DAVIS: Before that is read I move that these gentlemen who represent the different associations be extended the privileges of the floor, and be invited to participate in the several discussions. (Carried.)

Secretary Toms read the credentials of the delegates from the Minnesota State Pharmaceutical Association, as follows: Thomas Voegeli (Chairman), Minneapolis; H. W. Rietzke, St. Paul, and D. Sheasgren, Jr., Duluth.

None of these gentlemen was present.

The Secretary read a communication from the National Association of Retail Druggists, as follows:

LETTER FROM THE NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

CHICAGO, Sept. 30, 1902.

To the National Wholesale Druggists' Association:

Gentlemen—Our executive committee has instructed me to bring to your attention certain facts regarding the relations which do exist and which ought to exist between your organization and the National Association of Retail Druggists.

First of all, I am directed to congratulate your Association upon the good work it is doing in many sections, and to express the hope that the future usefulness of the National Wholesale Druggists' Association may be commensurate with the deserts of the better element of the wholesale trade, which element we are confident your organization represents.

During the past year ten jobbers have been disciplined for violation by them of their respective agreements with tripartite proprietors. In some cases the offenses committed seemed to be chargeable to indifference to the provisions of the tripartite plan rather than to a deliberate willingness of the firms to disregard their obligations. It should be constantly borne in mind, however, that the results have been quite as hurtful to the plans which we are endeavoring to make operative as they would have been if the offenders had, with malice aforethought, determined to overthrow these plans.

The committee instructs me to state plainly that in its opinion, the welfare of the three branches of the drug trade is so bound up in the present movement to better conditions generally that the list of cutters regularly issued should receive from proprietors and jobbers the same consideration that these firms give to the commercial reports which are so zealously watched. This statement, when made to certain wholesalers, has been received coldly, if not with an air of disdain; nevertheless, we insist that if the present plans for bettering the condition of the three branches of the drug trade are to succeed, the cutters' list must be given the sincerest respect, and the obligations of the wholesale trade imposed by the information furnished in these lists must be implicitly observed. The committee believes that your Association should adopt a resolution or set of resolutions in which you plainly assert that the foregoing statement is in accordance with the sentiment of the National Wholesale Druggists' Association.

Another subject which I am directed to discuss with you is that of wholesale druggists placing goods in varying quantities in the hands of wholesale grocers without ascertaining where these goods are going. It is self-evident that the present plans of the Association are seriously interfered with by this practice. Certain price-demoralizers whose methods are ruining the drug business in their respective localities are cut off from supplies

through regular channels, but these cutters find opportunity to continue their nefarious business by making use of wholesale grocers in obtaining their supplies. It is greatly to the discredit of the business sense of the wholesale druggists affected by this system that they seem to be wholly indifferent to their own best interests. Having themselves refused to supply the cutters with tripartite goods, by their actions these wholesale druggists render it easy for these cutters to obtain goods with which to continue their campaign of demoralization. There is no reason why any wholesale grocer should be supplied with tripartite goods without ascertaining whence these goods are going; and I am instructed to urge that your organization adopt such measures as will control, so far as possible, the evil complained of.

It is a great satisfaction to all concerned that the convention which we have just concluded at Cleveland was, in many respects, the best our Association has ever had. The deliberations were characterized by a sincere desire upon the part of all to adopt such policies and make such plans as would inure most certainly to the Association's advantage, regardless of the preferences and predilections of our members. It is generally felt that the National Association of Retail Druggists is entering upon a year of unexampled activity and usefulness. We believe that this feeling of hopefulness which characterizes our members will be a source of gratification to those members of the National Wholesale Druggists' Association who, by their attitude, have evinced an interest in our work and a desire to advance it.

Our Association reaffirmed vigorously its adherence to the tripartite plan, and the executive committee will continue its efforts to make this plan thoroughly effective. The committee has learned by experience many things which could not have been learned in any other way, and is better equipped than heretofore for the prosecution of this work. However, the work

can not be a success without the cordial help of the other branches of the drug trade, and the committee will confidently expect the continuation of the loyal assistance which in the past we have received from the great majority of your members.

At its recent convention the National Association of Retail Druggists placed in the hands of its executive committee a plan for establishing contractual relations between the proprietary manufacturers and their wholesale and retail distributors, this plan to be supplemented and strengthened by the serial numbering of all goods distributed, so as to trace them from the manufacturer through the various channels by which the goods reached the hands of improper persons, if this information should be needed. It is the committee's determination to employ this plan to the greatest extent possible, and the co-operation of your Association in making it effective is cordially urged. The details will be worked out and your members will be informed in due time. It is our desire to bespeak for this added effort to insure the welfare of the three branches of the trade the earnest and favorable consideration of your members.

A resolution heartily commending the Joy bill, now pending in Congress, for the reduction of the tax on alcohol from \$1.10 per proof gallon to 70 cents per proof gallon (from \$2.06 per wine gallon to \$1.31 per wine gallon) was adopted by our Association. Inasmuch as it is confidently believed that this reduction will add from three-quarters of a million to a million dollars per year to the profits of the retail drug trade, it is hoped your organization will declare itself in favor of the proposed reduction.

On behalf of the executive committee, I desire to express the hope that your meeting may be successful in every possible way, and that during the coming year the good feeling which ought to exist between the wholesale and retail branches of the trade may be greatly augmented, to the advantage of all. Cordially yours,

THOS. V. WOOTEN, *Secretary*.

MR. KLINE: Mr. Chairman, in former years we have always had delegates from the National Association of Retail Druggists present, and they used to convey greetings of the Association and such information as this letter contains, and there has usually been an assignment made for somebody to reply. I think that this communication, referring, as it does, specifically to a number of things that are requested at our hands, should receive very careful consideration from us, and I move you that the communication be referred to the Board of Control, with a request that a careful reply be framed to this communication from the National Association of Retail Druggists, so that we may place ourselves deliberately on record with reference to the matters alluded to. (Carried.)

MR. HOLLIDAY: Mr. President, I attended the meeting of the executive committee at the close of the convention at Cleveland. They requested me, not as their representative, but commissioned me to furnish such information as I might be able to give the members of this Association, or to the committee which might take this letter in hand. I thought perhaps I might have something to say about it later, but I think it proper that my remarks should follow its presentation at this time. I wish to say to the members, many of whom left home before they received the report of the Fourth Annual Meeting of the National Association of Retail Druggists, that the entire meeting was characterized by harmony, such as it was almost impossible to suppose could be brought about after the very stormy meeting at Buffalo the year before. A special Committee of Finance was appointed, consisting of seven members, who brought in a report asking that the convention raise the dues from fifty cents a year to two

dollars a year. This report was unanimously adopted by the convention, and it is the intention of the executive committee to place a corps of organizers or agents in the field, who will undertake to collect this two dollars a year from the retail druggists in those places where they are already organized, or to perfect organizations in places where they need them now. They raised by contributions from the individual members present enough money to pay the debt which had been incurred during the year past, and Mr. Kramer, of the Sterling Remedy Company, made a proposition to be one of ten proprietors or manufacturers to raise a fund of \$10,000, each to contribute \$1,000. At the time I left the Secretary's office in Chicago, on Tuesday last, they had received nine of these \$1,000 contributions—one from our friend on my right, Mr. Good. (Applause.) There is no question but that the money will be raised, and that will give them a little fund to start with to carry this work to a point where, I think, it can be made successful and effectual.

The question of contributions by jobbers was raised by the committee, both during the convention and in their meeting at the close, and it was thought best not to ask the jobbers for direct contributions to the National Association. The sense of the committee was that they would like to have the jobbers, as they always have done, assist their local organizations whenever they were struggling to get together to carry out any meritorious plan which might present itself, and that is one reason why I am speaking to you now. I hope that whenever the occasion requires you will proffer your financial aid in such sum as you think you will be able to give, or they can use judiciously for carrying out the work of the local associations, because, through the generosity of the proprie-

tors, their immediate needs as an association are taken care of. As this will probably be the only opportunity I will have for bringing this matter to your attention during the sessions of this convention, I trust you will give the subject your most serious consideration, and be prepared to assist local associations when called upon to do so.

Treasurer Strong presented his report, and on motion of Mr. Eliel, an Auditing Committee of three was appointed to act thereon. The President appointed Mr. J. E. Davis, of Detroit; Mr. H. W. Evans, of Kansas City, and Mr. Charles Hubbard, of Syracuse.

REPORT OF THE TREASURER

FOR YEAR ENDING OCTOBER 6, 1902.

RECEIPTS.

Balance from previous year as shown by last report	\$ 2,469.48
Dues collected from active members.....	11,300.00
Dues collected from associate members.....	3,420.00
Initiation fees collected from new members..	160.00
Contributions by members and others.....	1,190.00
Sales of membership pins at last meeting....	20.00
Sales of rebate lists.....	323.25
Sales of proceedings of last annual meeting.	30.98
Interest on deposits—earned during the year	225.57
	<hr/> \$19,139.28

EXPENDITURES.

Committee on Entertainment.....	\$ 71.03	
Proprietary Committee.....	15,792.92	
Committee on Legislation.....	144.08	
Committee on Suits vs. Members.....	276.50	
Committee on Membership.....	4.50	
Committee on Rates and Routes.....	38.87	
Committee on Paris Green.....	88.38	
General expenses.....	1,797.52	
		<hr/> \$18,213.80 <hr/>

Balance on hand, for which find check here-

with \$ 925.48

Respectfully submitted, with vouchers for all expenditures,

S. E. STRONG, *Treasurer.*

PRESIDENT WALDING: The next order of business is the report of the Committee on Legislation.

MR. KLINE: Mr. Chairman, the report is not quite ready. It may be ready in the office now, but I would prefer, if possible, to defer the reading of it until the afternoon session.

Mr. Lattimer presented the report of the Committee on Relations with Local Associations. City and Inter-State, prefacing his reading with the following remarks:

I would like to say, preliminary to my report, that this is a subject which has grown very interesting with me since I began studying it the last two or three months, and I think it is worthy of your very serious consideration. I was surprised, as I have corresponded with the different members throughout the country, to find that this is a question which has been given serious consideration by some of our brainiest men. For that reason, do not consider that this has been taken up by a few men who are

not successful in their business, but by broad-minded men who have succeeded and who are succeeding, but who see that the future will not bring them the returns that they ought to have in their business. Many men of this Association are of large means, and I believe I can make the statement without fear of opposition, that when you consider the thought, the hard work, the large capital that you put into your business, you probably get smaller returns from all of those investments than any other line of business that takes equal ability to handle.

REPORT OF COMMITTEE ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTER-STATE.

Combinations of individual and separate forces to secure greater results and more power have been coexistent with the different stages of civilization. The only aim of the lowest savage is care for himself. Every advance beyond this condition is by union with his fellows.

This thought enters into almost every effort of mankind, whether in science, by the different combinations of the few known elements, or in the industrial world.

The recent development of this principle along commercial lines has aroused the wonder and expectation of the world. The future possibilities of the union, not only of capital, but also of labor, occupy and astound the brightest minds of our time.

The first conceptions of commercial combinations were not economic, as they should be, but monopolistic, the idea prevailing that only by monopoly, and thus the elimination of all competition, could prices be sufficiently controlled to secure profits satisfactory to the promoters.

Such projects considered the welfare of only one element of the three great divisions of the commercial world, the enrichment of capital, at the expense of the other two elements, the

worker and the consumer, or the public. Hence the great antagonisms of labor in recent years and the antipathy of the public. Combination based on monopoly is bound to fail; based on economy is bound to succeed.

Study and experience are fast changing the first crude views of this great problem, and out of the turmoil and antagonisms of present conditions there will gradually be evolved a solution that will be a blessing instead of a curse.

The second element, the worker, after tremendous strife and much opposition, is fast securing recognition, and today is far in advance of those who worked under the old régime of individual ownership, with unlimited hours; unhealthful surroundings, low wages, the one idea dominant in the mind of the owner, of the largest returns to himself with the smallest outlay. With earnings wasted in unnecessary expense, and lack of economy, capital, labor and the public all three suffered.

In addition to shorter hours, which should mean personal development and betterment of the family; improved surroundings, which should mean health, and hence power for better service and larger pay, the worker will eventually secure recognition from capital and will be taken into its councils, however much a few short-sighted men may today object.

While, so far, the third element, the public, seems to have been only an interested spectator in this great evolution, the time is not far distant when it is bound to be as much of a factor in the solution of this problem as either of the others. When the public of this free country becomes educated and thoroughly aroused as to its rights in this question, no power, however great, will dare act without considering it. The present agitation for publicity and some kind of national legislation for proper supervision of so-called trusts is only the beginning of the demand of the public for recognition. When large business combinations are conceived, only on the broad plan of the welfare of all

parties in any way interested, capital, labor and the public, can they become permanent and successful.

With capital large enough to control sources of supply, and thus utilize all economies and eliminate every unnecessary expense, with fair pay, reasonably short hours, and healthful, pleasant surroundings for the worker, and with such prices to the public as, with proper management, will grant the above to the workers and give fair returns for the cash capital invested, combinations are bound to exist and become permanent.

Sane, careful, conservative study should be given this subject by our best, most reliable and most intelligent men. In this way all parties interested will become educated to the rights of each other. Old-time associations for personal and social intercourse, and for commercial and economic discussions, are among the best educators for the future combinations that are bound to come, in what form it is difficult to prophesy. If the members of such associations will meet often and become well known to each other, petty jealousies, unbusiness-like methods and foolish competitions will largely vanish. Then, and not till then, will different firms in the same line be ready to work together toward the results above outlined.

Several months since your Committee on Local Associations mailed to the members of the National Wholesale Druggists' Association the following circular with questions and blanks for answers, asking for certain information:

"Gentlemen—For the use of the National Wholesale Druggists' Association, the Committee on Relations with Local Associations earnestly request you to answer the questions inclosed. It will take you but a moment to answer them and they may be used to considerable advantage by our Committee.

"Please do not destroy this circular, but do our Committee and the Association the favor to answer them at once and return, so filled out, to us. The questions are not personal ones, and hence you need not hesitate to answer them at once. Respectfully yours,

GEO. W. LATTIMER, *Chairman.*"

REPLY SHEET.

"Geo. W. Lattimer, Chairman Committee on Relations with Local Associations, Columbus, Ohio:

"Dear Sir—We answer your inquiries as follows:

"1st. Have you a local Wholesale Druggists' Association in your territory?

"2d. If so, are you a member of such Association?

"3d. If no such Association, would you become a member if such Association was formed?

"4th. Who is the best party with whom to correspond for the organization of such Association?

"5th. If such organization exists, who are the officers?

"6th. How often do they meet?

"7th. If no such organization, what, in your judgment, could the N. W. D. A. Committee do towards establishing such organization?

"8th. If such Association exists, what can the N. W. D. A. Committee do to arouse more interest in such organization?

"Signed———"

Some 150 replies were received, offering many valuable suggestions. The enthusiasm and great benefits shown by the active associations should be an incentive for greater action on the part of those who either are not members of an organization or belong to some dormant ones. Largely from the information thus obtained the following recommendations are respectfully submitted to the association for their acceptance and action, if they deem it best.

First—That the United States be divided into a number of specific divisions or sections, in which local associations will be organized. Your committee attach a copy of constitution and by-laws which have been used by several associations already formed, and also give some names that have been suggested as proper parties with whom to correspond for organization in the

different sections. In doing this, we have aimed to abide, as far as possible, by the boundaries of associations now in existence, as follows :

1. New England—Fred L. Carter, Boston, Mass.
2. New York State—Chas. Hubbard, Syracuse, N. Y.
3. New York City—Albert Plaut or J. L. Hopkins, New York City.
4. New Jersey and Pennsylvania (excepting Philadelphia and Pittsburg)—C. F. Shoemaker or M. N. Kline, Philadelphia, Pa.
5. Philadelphia—C. F. Shoemaker or M. N. Kline, Philadelphia, Pa.
6. Ohio, Indiana, Kentucky and Pittsburg (known as the O. K. & I. Exchange)—R. H. Bradley, Secretary, Toledo, O.
7. Michigan and Northern Ohio (known as Lake Erie Exchange)—H. B. Fairchild, Secretary, Grand Rapids, Mich.
8. All Illinois (excepting Chicago), Wisconsin, Minnesota and Iowa (now organized as Mississippi Valley Drug Club)—D. R. Noyes, St. Paul, Minn.; J. C. Eliel, Minneapolis, Minn.; F. S. Churchill, President, Burlington, Ia.; W. H. Torbert, Dubuque, Ia., and I. S. White, Rock Island, Ill.
9. Chicago (now has Chicago Drug Club)—Jas. R. Owen or any of the wholesale druggists of Chicago.
10. St. Louis—Theo. F. Meyer and all three of the wholesale druggists of St. Louis.
11. Missouri, Kansas, Nebraska and Colorado (known as Missouri River Jobbers' Social Club)—Frank A. Faxon, Kansas City, Mo.
12. Maryland and Virginia—H. B. Gilpin, Baltimore, Md.; John B. Purcell, R. W. Powers, G. G. Minor and R. R. Gwathmey, Richmond, Va.
13. West Virginia and Ohio Valley (might be included in O. K. & I.)—Kanawha Drug Co., Charleston, W. Va.
14. North Carolina, South Carolina, Florida and East Georgia (now organized as South Atlantic Drug Club)—J. M. Scott,

Secretary, Charlotte, N. C., and W. J. Murray, President, Columbia, S. C.

15. Alabama, Mississippi, Louisiana, Tennessee and West Georgia (Southern Drug Club)—H. H. Sinnige, Secretary, Birmingham, Ala., and D. D. Philips, President, Nashville, Tenn.

16. Texas—Dr. H. W. Williams, Fort Worth, Tex.

17. Pacific Coast (should include Washington and Oregon) (known as Pacific Coast Jobbers' Association)—W. P. Redington, President, San Francisco, Cal.; R. H. Bennett, Secretary, No. 123 California street, San Francisco, Cal., and F. W. Braun, Los Angeles, Cal.

Second—That each local association elect a Secretary, with sufficient salary to allow him to give his time to the matter, or elect one of the wholesale druggists as Secretary, with power to appoint a competent clerk to attend to the correspondence.

Third—That a General Secretary of the National Wholesale Druggists' Association be elected with a good salary, sufficient to procure a well-posted wholesale druggist who will give his entire time to the matter, and allow him necessary expenses to visit the different localities of the United States, whenever it is necessary, to correct evils that may arise.

Fourth—That this General Secretary, together with the local secretaries of the exchanges, form a committee, who will be in constant correspondence, and who will be empowered, under certain limitations, to act in matters pertaining to the different questions that may arise between the different localities.

This problem needs the careful and intelligent attention of the drug jobbers. Every member of this Association well knows the growing tendency of our manufacturers to sell at best discounts to the larger retailers. In the past few years this Association has tried in every way possible to stem this invasion, but without success. On the other hand, the retail druggists are restless and dissatisfied with present conditions and they are not to be blamed. The educational requirements, the hard work and the number of

hours are increasing, while the profits seem proportionately decreasing. Between the cutter, the department store, the grocer and other branches of trade, the commercial side of their business is vanishing. With the physician buying supplies direct from the manufacturer, and dispensing his own medicines, the professional side is departing.

In casting about for relief they will surely find some remedy. The latest solution seems the combination of retailers and thus the elimination of the jobber.

Permit a word of warning. Today the drug jobber has the power to control these tendencies, which are not yet sufficiently developed to do harm. Longer delay will only allow time for development. Act while you have the power to protect yourselves. Respectfully submitted, GEO. W. LATTIMER, *Chairman*.

(COPY.)

CONSTITUTION AND BY-LAWS.

ARTICLE I.

This Association shall be known as "THE ——— DRUG CLUB."

ARTICLE II.

The objects of this Club are to maintain an exchange for the purpose of personal intercourse, the transaction and encouragement of business among its members, and to acquire and disseminate commercial and economic information.

ARTICLE III.

SECTION I. The officers of this Club shall be a President, Vice-President, Secretary and Treasurer and two Directors, who, together, shall constitute the Directory, in which shall be vested the government of the Club.

SEC. 2. Three members of the Directory shall constitute a quorum.

SEC. 3. There shall also be an Advisory Committee, consisting of three members.

SEC. 4. All officers and members of committees shall be elected at the annual meeting of the Club, and shall hold their offices for one year, or until their successors are elected and duly qualified. Said meeting shall be held at such time and place as may be designated by the Directors.

SEC. 5. For President, Vice-President, Secretary and Treasurer, a majority of all the votes cast shall be necessary to a choice.

SEC. 6. Should any office become vacant by reason of any person elected declining to serve, resigning his office, or by his death, the vacancy shall be filled by an election at a regular meeting of the Club, after the vacancy has been reported to the Secretary.

ARTICLE IV.

SECTION 1. The annual dues shall be two dollars, payable in advance, and shall entitle each firm to all the benefits of the Club, and the privilege of casting one vote only.

SEC. 2. Any firm wishing to become a member of this Club shall make application to the Secretary, who shall present such name to the Club at a regular meeting, when it shall be balloted for.

SEC. 3. Should any deficiency arise in the annual expenses of the Club, such deficiency shall be assessed in equal proportion upon each firm.

ARTICLE V.

SECTION 1. It shall be the duty of the President to act as the general executive officer of the Club and of the Directory, to preside at all meetings of the Club and of the Directory, preserve order and discharge all other duties pertaining to his office. In his absence his duties shall be performed by the Vice-President.

who shall exercise all the functions of the President for the time being.

SEC. 2. The Secretary and Treasurer shall make all collections, keep a faithful and correct account of all receipts and payments, and shall make yearly returns to the Club. He shall also keep minutes of all proceedings, issue all necessary notices, and execute such business as he may be instructed to perform.

SEC. 3. The Secretary and Treasurer shall have a general supervision of the property of the Club, make all purchases and authorize and incur all expenditures.

SEC. 4. The Advisory Committee shall arbitrate any disputes or differences that may arise between members of the Club.

ARTICLE VI.

This Constitution and By-Laws may be altered or amended by a unanimous vote of the Club at a general meeting.

ARTICLE VII.

Any firm may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials from the firm he represents, and his vote shall be binding on his firm.

ARTICLE VIII.

Every question to be voted upon, no matter upon what subject, must receive a unanimous vote to be carried.

The report was referred to the Board of Control.

Mr. Kline presented the report of the Committee on Legislation. On motion, it was referred to the Board of Control.

REPORT OF COMMITTEE ON LEGISLATION.

Two matters were specifically referred to this committee by the action of the Association at the last annual meeting. The first refers to an effort to secure free alcohol for use in the arts as expressed in the following resolution:

"Resolved, That the Committee on Legislation be instructed to continue the effort to secure free alcohol for use in the arts and medicines, as recommended in this committee's report."

No opportunity presented itself when it appeared to the chairman of your committee that anything could be undertaken to secure legislation, granting free alcohol. In January last Mr. Douglas, representing the Proprietary Association, and the chairman of your committee visited Washington and interviewed Senator Aldrich, the chairman of the Committee on Finance of the Senate, and Congressman Dalzell, a prominent member of the Ways and Means Committee of the House, as well as a number of other members of the House, and learned that there was no probability of any legislation at that session in any way affecting the tariff. It will be remembered that the internal revenue tax on alcohol is a part of the tariff bill. Following this visit a letter was addressed by your chairman to each member of the committee, asking for suggestions as to any further work in this direction under the circumstances. The unanimous opinion was that it was not worth while to make any further effort at that time. On April 9th last, Mr. Edson Bradley, president of the Kentucky Distilleries and Warehouse Company, wrote to President Walding calling his attention to the effort his people were making to promote the passage of bill H. R. 178 to reduce the tax on distilled spirits to 70 cents a gallon. The bill as introduced by Representative Joy, of Missouri, is as follows:

"Be it enacted, etc., That on and after the passage of this act there shall be levied and collected on all distilled spirits in bond at that time, or that may have been or that may be then or

thereafter produced in the United States, on which the tax is not paid before that day, a tax of seventy cents on each gallon, or wine gallon when below proof, and a proportionate tax at a like rate on all fractional parts of such proof or wine gallon; provided, that in putting the tax on any package of spirits all fractional parts of a gallon less than one-tenth shall be excluded.

"SECTION 2. That all acts or parts of acts inconsistent with the above are hereby repealed."

The enactment of this bill, if secured, would mean a reduction of about seventy-five cents per gallon in the duty on alcohol. Mr. Bradley suggested a petitioning of individual Congressmen and Senators from their respective election districts and States by the wholesale and retail druggists. Upon consulting again with Senator Aldrich upon this proposed legislation, he again expressed the opinion that there was no probability of any legislation looking to a reduction of the tax on spirits at that session. Your chairman then corresponded with the officers of the Proprietary Association and the officers of the National Association of Retail Druggists and found but little disposition to take up this work in view of the attitude of the members of the House and Senate upon the question. The total abolition of all war revenue taxes had reduced the income of the Government as much as it was considered safe to do at this time. Later on, however, the officers of the National Association of Retail Druggists took up the work of securing signed petitions in favor of the Joy bill, and it is still pending and will doubtless be taken up more aggressively at the second session of the Fifty-seventh Congress.

In the printed arguments in favor of this legislation, made by the people whom Bradley represents, it was claimed that a reduction of the duty on distilled spirits to 70 cents might not reduce the Government revenue at all, but at most would make only a slight reduction. It was claimed, and we believe, so far as our interests are concerned, properly claimed, that there would be a

very large increase in consumption if a lower duty was secured. It should not be forgotten that the increase of duty on spirits from 90 cents to \$1.10, enacted in the Wilson tariff law, was made in conjunction with another section of that bill which promised free alcohol for use in the arts and medicines, provided the Secretary of the Treasury would be able to provide regulations under which the interest of the Government would be properly safeguarded. As is well known, these regulations were never issued, and our people have been obliged to pay the additional duty ever since, have failed thus far in the various suits instituted for the recovery of the duty so paid, and have failed also to secure the enactment of a law providing for the refund of the duty so paid. It would seem, therefore, that so far as our interests, at least, are concerned, we are fully justified in continuing our efforts to secure a reduction to at least the duty prior to the enactment of the Wilson bill.

With reference to the efforts that have been made by the Committee of Manufacturers before the Supreme Court of the United States to secure a refund of the duty paid on alcohol under the Wilson bill, we append a copy of a circular issued by that committee under date of May 16th, giving, first, the status of the suit, and secondly, suggesting remedial legislation. In connection with this circular, your chairman addressed a letter under date of May 17th, 1902, to the Hon. Chas. A. Russell, calling his attention to the interests of our members in both the bill proposing a reduction on the duty on alcohol, and also the remedial legislation above referred to. In this communication his attention was called to the fact that as the manufacturers of medicinal articles were very large users of alcohol, as it was the principal solvent in nearly all fluid preparations, and it therefore became a direct tax upon the sick of our land, we certainly had a claim upon Congress.

It should be stated as a matter of record that neither the members of our own organization nor of our sister organization,

the American Pharmaceutical Association, are unanimous in favor of this tax reduction.

At a meeting of the American Pharmaceutical Association, recently held in the city of Philadelphia, considerable discussion arose in the commercial section of that association over the recommendation of President Whelpley in favor of such reduction, and a vote to indorse his recommendation in favor of the Joy bill was finally lost. At a later general session of the organization a resolution, however, was passed in favor of a reduction.

We think, however, that there is a sufficiently large majority who would favor the Joy bill to justify us in recommending that our association strongly indorse the bill and that our members be requested to co-operate with other organizations in favor of the enactment of that or a similar measure at an early date.

In this connection your committee desires to call attention to bill H. R. 15239, known as the Lovering bill, to encourage the sale and exportation of articles of domestic manufacture, the object of which is to provide for refunding of duty paid on materials entering into the manufacture of articles exported. Section 5 of this bill reads as follows:

"That on the exportation of articles manufactured or produced in the United States in part from domestic alcohol, on which an internal revenue tax has been paid, there shall be allowed a drawback equal in amount to the tax paid on alcohol so used: Provided, that no other than domestic tax-paid alcohol shall have been used in the manufacture or production of such articles. Such drawback shall be determined and paid in manner provided for determination and payment of drawback on exportation of articles of domestic manufacture and production made wholly or in part from imported duty-paid materials, under Section 30 of an Act entitled 'An Act to provide revenue for the Government and to encourage the industries of the United States,' approved July twenty-fourth, eighteen hundred and ninety-seven."

It seems to your committee that in view of the fact that many of the great manufacturing countries, notably England, Germany and France, with which we come in competition, give their manufacturers tax-free alcohol for their export trade, we should support this measure, and the recommendation of your committee is that the incoming committee on legislation use its efforts in favor of the enactment of the Lovering bill.

The second subject referred to this committee was expressed in a resolution adopted at Old Point Comfort as follows:—

“Resolved, That the incoming Legislative Committee be instructed, and are hereby instructed, to actively use their influence in securing the passage of the revised Ray bill, known as H. R. 14187; and be it suggested that the committee in question confine their efforts to lines of co-operation with the Legislative Committee of the National Association of Credit Men and with the Executive Committee of the National Association of Referees in Bankruptcy.”

This subject did not receive the attention of the chairman of your committee that its importance merited, for the reason that he felt that the National Association of Credit Men and the Association of Referees in Bankruptcy and other commercial bodies were giving the matter full attention. Our Committee on Credits and Collections will no doubt report on the status of the Ray bill at this meeting.

The National Pure Food bill, which is now known as the Hepburn bill (Congressman Brosius having died since its introduction under his name), was reported from the Committee on Interstate and Foreign Commerce, and strong efforts were made to secure its consideration, which, however, failed during the first session of the Fifty-seventh Congress. The chairman of your committee was strongly appealed to, to use his influence and that of members of our organization with Speaker Henderson, to give the bill early recognition and thus insure its passage. It was stated that there was an undoubted majority both in the House

and Senate for the bill, if its recognition could be secured. This association has several times taken action favorable to such legislation, if the interests of its members can be properly safeguarded. The chairman of your committee believes that the Hepburn bill does this as thoroughly as any measure that can ever be devised, but while we see no reason why our organization should oppose the enactment of this bill and are in complete harmony with the objects its friends have in view, so much annoyance is constantly given to our members by those who have charge of executing such laws, that considerable indifference characterizes our members in reference to its enactment.

In the language of this bill a drug is deemed to be adulterated "if, when sold under or by a name recognized in the United States Pharmacopœia, it differs from the standard of strength, quality, or purity, as determined by the test laid down in the United States Pharmacopœia, official, at the time of the investigation."

This is the language which is identical with that used in nearly all of the laws on the statute books of the several States. The language appears to be perfectly right and reasonable, and the intention undoubtedly is to have it so interpreted by those who have charge of its execution, but practically we find that slight deviations of comparatively unimportant articles sold under U. S. P. names are selected and afford pretexts to annoy retail and wholesale druggists without any other result than to impose fines inuring to the profit, either of the State, or the officer or the chemist concerned. In the State of New Jersey recently, quite a number of retail druggists have been annoyed in this way by action of the State Board of Health, who have become quite active in prosecuting druggists for selling, amongst other things, distilled water, which deviated slightly from the standard set up by the U. S. P. It has been claimed by chemists of high standing that it is almost, if not quite impossible to prepare distilled water, which shall be technically up to the U. S. P. standard. It is believed that the chemist of this particular board has,

through experience, become an expert in testing this particular item, which may account for his zeal in this direction. It will be granted that it is of the very slightest importance, and yet, a number of druggists have been fined fifty dollars each by this overzealous body of men under their particular adulteration law. Until more common sense will be exercised by those having charge of their execution, it is not believed that as strong a sentiment as should prevail can be secured in favor of the enactment of this sort of legislation.

At the last session of Congress, a bill was passed relating to the sale of serums, etc. This bill is of considerable interest to some of our members and we append a copy of it as printed in the "Oil, Paint and Drug Reporter" in July last.

The A. Ph. A. at its recent meeting passed some resolutions referring to a treasury decision of the Customs Department under which crude imported drugs, such as herbs, roots and barks, preserved by alcohol sufficient to prevent fermentation, were thrown into the class of alcoholic compounds, subjecting them to a duty of 60 cents per pound and 45 per cent. ad valorem. The members of this organization claim that they are properly dutiable at 1-4 cent per pound and 10 per cent. ad valorem, and they, therefore, passed the following resolutions, which they ask us to indorse:

"Be it resolved, That, inasmuch as the present classification is unjust and prohibitive, and bears onerously on American apothecaries and manufacturers of medicinal preparations to the benefit of foreign manufacturers, the American Pharmaceutical Association respectfully petition the Treasury Department to reconsider the present ruling and place such crude drugs in class 20.

"Be it further resolved, That copies of these resolutions be forwarded by our Secretary to the Treasury Department and to those officials of the Government whose duty it is to consider such problems of concern to American interests, with a request that the ruling be reconsidered in accord with the foregoing.

"Resolved, That copies of the foregoing resolution be forwarded to the National Wholesale Druggists' Convention, with a request that at their coming meeting they, too, by resolution, protest against the present ruling of the Treasury Department and join in this petition." Respectfully submitted,

M. N. KLINE, *Chairman.*

(COPY.)

HENRY DALLEY, Chairman,
Of Lazell, Dalley & Co., New York, N. Y.
 C. I. HOOD,
Of C. I. Hood & Co., Lowell, Mass.
 J. K. LILLY,
Of Eli Lilly & Co., Indianapolis, Ind.
 E. H. NELSON,
Of Nelson, Baker & Co., Detroit, Mich.
 ALFRED R. L. DOHME,
Of Sharp & Dohme, Baltimore, Md.

COMMITTEE OF MANUFACTURERS,
 FORMED TO ASSIST IN SECURING THE ENACTMENT OF THE FOLLOW-
 ING BILL, INTRODUCED IN THE SENATE BY SENATOR O. H. PLATT,
 AND IN THE HOUSE BY REPRESENTATIVE CHAS. A. RUSSELL.

Senate Bill No. 2283.—House Bill No. 5765.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the failure of the Secretary of the Treasury to prescribe regulations for the use of alcohol in the arts and in medicinal and other like compounds, as required by Section Sixty-one of the Revenue Act of August twenty-eighth, eighteen hundred and ninety-four, shall not operate as a defense, on the part of the United States,

to any suit of a manufacturer under said Act brought in any Court of the United States.

Rooms 400 to 402, 11 William Street.

NEW YORK, May 16, 1902.

Gentlemen—The suit of the American Aristotype Company, brought as a second test case under Section 61 of the Revenue Act of 1894, was argued before the Supreme Court of the United States on Friday, March 21st, by the Hon. William B. Hornblower, associate counsel for the claimants. Owing to the illness of Justice Gray, Mr. Hornblower asked that the argument on the case be postponed until it could be made before a full bench of the court, but this request was denied, Chief Justice Fuller suggesting that Justice Gray might be brought into the case by permitting him to read the briefs submitted for the claimants and the Government. This was not considered by counsel for the claimants as a satisfactory method of procedure, but in view of the attitude of the court they were compelled to proceed with the argument of the case.

Although it was clearly shown by Mr. Hornblower that the suit of the American Aristotype Company presented features entirely different from that of the Dunlap test case, argued in 1898, and that the all-important question whether an executive officer had power to nullify a tax law of Congress had been completely ignored in the majority opinion in that case, the court, on Monday, March 24th, dismissed the suit of the American Aristotype Company on the ground that it was covered by the decision in the Dunlap case.

This action by the court was evidently taken without giving any consideration to the two carefully-prepared briefs filed by counsel for the claimants, as the case was argued late on Friday afternoon and dismissed on the following Monday morning. It is, therefore, highly improbable that the suggestion that the briefs should be submitted to Justice Gray was carried out, and

assuming that Justices Brown, White, Peckham and McKenna adhered to their position taken in the Dunlap case, when they favored the payment of the rebates as provided for in Section 61, the Aristotype Company's case was dismissed by an evenly divided court.

The dismissal of this second test case leaves the enactment of a bill setting aside the Government's defense in the Dunlap case the only method of relief for the manufacturers having claims under Section 61. We have, therefore, had under careful consideration a plan for future action in connection with the desired legislation, and have also been in conference with very important interests, with a view to securing their co-operation in our future work. While we are not yet in a position to make public the nature of these interests we are satisfied that the claimants under Section 61 will agree with us as to the wisdom of enlisting their support.

After recent conferences with our friends in the Senate and House of Representatives it is our opinion that it is inadvisable to urge the enactment of remedial legislation at the present session of Congress. As we previously advised you, the chief obstacle to the enactment of a bill allowing the Court of Claims to pass upon the claims arising under Section 61 is the position taken by the Hon. Sereno E. Payne, chairman of the Committee on Ways and Means, who holds the mistaken view that these claims are without an equitable basis. We are advised that if it were not for Mr. Payne's attitude legislation could probably be secured providing that the failure of the Secretary of the Treasury to issue regulations under Section 61 should not be a valid defense against suits to recover rebates due under that law. While we believe that if the matter could be brought up in the House a majority of the Representatives would favor such legislation, yet, on account of the unsettled conditions arising from the split over the Cuban reciprocity question, it would be unwise to attempt to force the issue at this time.

It is our intention to make a vigorous effort to secure favorable action by Congress at its next session, and we would, therefore, urge you to, if practicable, see your Representative at some time during the summer, and ask him to use his influence in favor of allowing the payment of these claims. This Committee has done all in its power to bring the influence of the press to bear on the Members of Congress. What is now most needed is the personal influence of the manufacturers interested with their Representatives. If the latter can be induced to take an active interest in the matter they will be able to overcome Mr. Payne's opposition.

Yours very truly,

COMMITTEE OF MANUFACTURERS,

HENRY DALLEY, *Chairman.*

(COPY.)

BILL TO REGULATE SALE OF SERUMS, ETC.

"Be it enacted, etc., That from and after six months after the promulgation of the regulations authorized by section four of this act, no person shall sell, barter, or exchange, or offer for sale, barter or exchange in the District of Columbia, or send, carry, or bring for sale, barter, or exchange from any State, Territory or the District of Columbia into any State, Territory, or the District of Columbia, or from any foreign country into the United States, or from the United States into any foreign country, any virus, therapeutic serum, toxin, antitoxin, or analogous product applicable to the prevention and cure of diseases of man, unless (a) such virus, serum, toxin, antitoxin, or product has been propagated and prepared at an establishment holding an unsuspended and unrevoked license, issued by the Secretary of the Treasury as hereinafter authorized, to propagate and prepare such virus, serum, toxin, antitoxin, or product for sale in the District of Columbia, or for sending, bringing, or carrying from place to place aforesaid; nor (b) unless each package of such

virus, serum, toxin, antitoxin, or product is plainly marked with the proper name of the article contained therein, the name, address and license number of the manufacturer and the date beyond which the contents can not be expected beyond reasonable doubt to yield their specific results: Provided, That the suspension or revocation of any license shall not prevent the sale, barter, or exchange of any virus, serum, toxin, antitoxin, or product aforesaid which has been sold and delivered by the licentiate prior to such suspension or revocation, unless the owner or custodian of such virus, serum, toxin, antitoxin, or product aforesaid has been notified by the Secretary of the Treasury not to sell, barter, or exchange the same.

"Sec. 2. That no person shall falsely label or mark any package or container of any virus, serum, toxin, antitoxin, or product aforesaid, nor alter any label or mark on any package or container of any virus, serum, toxin, antitoxin, or product aforesaid so as to falsify such label or mark.

"Sec. 3. That any officer, agent, or employee of the Treasury Department, duly detailed by the Secretary of the Treasury for that purpose, may during all reasonable hours enter and inspect any establishment for the propagation and preparation of any virus, serum, toxin, antitoxin, or product aforesaid for sale, barter, or exchange in the District of Columbia, or to be sent, carried, or brought from any State, Territory, or the District of Columbia into any other State or Territory or the District of Columbia, or from the United States into any foreign country, or from any foreign country into the United States.

"Sec. 4. That the Surgeon-General of the Army, the Surgeon-General of the Navy, and the supervising Surgeon-General of the Marine Hospital Service, be, and they are hereby, constituted a board with authority, subject to the approval of the Secretary of the Treasury, to promulgate from time to time such rules as may be necessary in the judgment of said board to govern the issue, suspension and revocation of licenses for the mainte-

nance of establishments for the propagation and preparation of viruses, serums, toxins, antitoxins, and analogous products, applicable to the prevention and cure of diseases of man, intended for sale in the District of Columbia, or to be sent, carried or brought for sale from any State, Territory, or the District of Columbia, into any other State, Territory, or the District of Columbia, or from the United States into any foreign country, or from any foreign country into the United States: Provided, That all licenses issued for the maintenance of establishments for the propagation and preparation in any foreign country of any virus, serum, toxin, antitoxin, or product aforesaid, for sale, barter, or exchange in the United States shall be issued upon condition that the licentiates will permit the inspection of the establishments where said articles are propagated and prepared, in accordance with section three of this act.

"Sec. 5. That the Secretary of the Treasury be, and he is hereby, authorized and directed to enforce the provisions of this act and of such rules and regulations as may be made by authority thereof; to issue, suspend and revoke licenses for the maintenance of establishments aforesaid, and to detail for the discharge of such duties such officers, agents and employees of the Treasury Department as may in his judgment be necessary.

"Sec. 6. That no person shall interfere with any officer, agent or employee of the Treasury Department in the performance of any duty imposed upon him by this act or by regulations made by authority thereof.

"Sec. 7. That any person who shall violate, or aid or abet in violating, any of the provisions of this act shall be punished by a fine not exceeding five hundred dollars or by imprisonment not exceeding one year, or by both such fine and imprisonment, in the discretion of the court.

"Sec. 8. That all acts and parts of acts inconsistent with the provisions of this act be, and the same are hereby, repealed."

PRESIDENT WALDING: It is the President's duty to appoint a Committee on Nominations and a Committee on Time and Place of Next Meeting. I will name as the

COMMITTEE ON NOMINATIONS.

W. J. Walker, Albany, N. Y.
W. C. Brown, Columbus, O.
E. D. Taylor, Richmond, Va.
F. W. Braun, Los Angeles, Cal.
Wm. Scott, Indianapolis, Ind.

I will name as the

COMMITTEE ON TIME AND PLACE OF NEXT
MEETING.

Frank A. Faxon, Kansas City, Mo.
W. P. Redington, San Francisco, Cal.
W. A. Hover, Denver, Colo.
Charles F. Cutler, Boston, Mass.
Brent Good, New York City.

On motion, the meeting adjourned until 2 o'clock P. M.

SECOND SESSION.

TUESDAY AFTERNOON, OCTOBER 7.

President Walding called the convention to order at 2:45 P. M.

The Secretary read the minutes of the morning session, which were, on motion, approved.

PRESIDENT WALDING: At the request of the Local Committee, if there is no objection, Dr. John S. Potts, of San Francisco, a prominent retail druggist, will read a paper which he has prepared.

Dr. Potts read his paper, as follows:

PAPER OF DR. JOHN S. POTTS.

Mr. Chairman and Delegates to the National Wholesale Druggists' Association:

Gentlemen—I deem it a great honor and a privilege to meet with you to-day and discuss with you those matters and things which tend to our common interest and business success.

It goes without saying that our interests lie along parallel lines, for we who are connected with the retail trade necessarily wage the warfare for you gentlemen of the wholesale trade. We, in a large measure, bear the brunt of battle, and our success or failure is your success or failure, for, without a market, your business would not exist; and you, in our judgment, are greatly concerned in protecting, encouraging and developing the business of the retail druggist.

In the United States we have 420 jobbers, 40,000 retail druggists, 300 aggressive cutters, 1,100 manufacturers.

While I am not a veteran in the retail drug business, and in fact, having originally been accidentally drawn into the business, my many years' practice of medicine and surgery has brought me in contact with the druggist and chemist, and in such close touch as to give me very nearly half a century of personal knowledge of the drug business.

We have elevated the avocation of a druggist to a high standard in many of our States. Recognizing the necessity for scholarship and professional attainments in the druggist, the State, recognizing that the life of the citizen who blindly and in perfect faith takes into his system that which is handed to him by the druggist, has wisely provided colleges, examinations and other instrumentalities for the successful development of the druggist.

No longer may the ignorant and unlearned compound medicines. The State, as I before observed, requires a license as formal in character and extent as that required of the lawyer or the physician.

We are thus recognized, not as ordinary merchants, but as professional men, and I may say in this connection that the efforts of a skilled physician depend in a large degree upon the honesty and ability of the druggist.

The druggist is entitled to regard his profession as honorable; he is entitled to a reasonable remuneration for his services; the capital expended in the drug business is precarious, resulting from the caprice of the individuals who patronize it, in popular fancies that ebb and flow, in the spirit of progress in the medical fraternity. To such an extent is this true that no prudent druggist may with safety purchase in large quantities remedial agencies, that may, like the style of a spring bonnet, be changed and lie dormant.

Considering the large amount of charity that is to be expended and the liability of bad debts, the necessary advertising, and the employment of skilled labor, the profits of a retail drug business are so precarious in their natural and normal conditions that rare business judgment and tact is required to conduct an honest drug store along the lines of honorable conduct.

A new danger is now threatening us which invites your most careful and earnest consideration, and that is, the business of the "cut-rate shark." This has become a menace of gigantic proportions, and an evil that calls for summary treatment, or our business will not alone become degraded, but absolutely destroyed. You will remember that early in this line of procedure in large department stores, which we all concede to be an injury to the tradesman, proprietary medicines were handled largely as mere inducements to trade. A man who would buy a plow, or a woman who would buy a silk dress, could have patent medicines, so called, thrown in almost gratuitously, but the intelligence of the people soon worked out this problem, and the result has been that to-day, except in small country towns, where, as a matter of almost necessity, certain proprietary remedies are sold, this manner of disposing of medicines has been relegated to regular drug

stores. This is as it should be; because department stores, I may be permitted to state by way of parenthesis, are a business curse; a form of trust that is injurious to every community in which they are situated.

They prevent individual development and investment, and prevent the stimulus that comes to trade from competition of independent business men, and also tend to withdraw from the field an avenue for employment to our citizens who need diversified employment in order to sustain themselves as a healthy community.

The cut-rate druggist, himself, is dishonest. He not alone is personally dishonest, but he makes every one of his competitors dishonest.

The ordinary bad man in a community is a frightful example, but he compels no one else to follow him. A drunkard compels no one else to drink; the ordinary thief compels no one to steal; the individual and ordinary liar forces no one to lie, but the cut-rate druggist compels every one engaged in the trade to lie and steal both, or go out of business.

To use a practical illustration: We all know that there are certain proprietary medicines as well known as any article of household use; the manufacturers, in their zeal to make legitimate money, have expended millions of dollars in establishing the reputation of these remedies and creating a demand for them until a drug store that does not keep them would not be able to transact any business whatever.

The druggist is anxious to avail himself of this immense amount of advertising, and anxious to cater to the demands and wishes of the people. A druggist, however, is not paying rent nor conducting a drug store as a philanthropist, or mere disbursing agency for these proprietary remedies. He is entitled and ought to receive a fair rate of profit.

Since he is compelled, as before stated, to purchase these medicines, to pay taxes on his purchase, interest on his money, and

the other expenses of distributing them, if he does not receive a profit you are forcing him to do one of two things: To either work against the manufacturer and discourage the sale of these goods by direct attack, or do as the cut-rate druggist does, manufacture a cheap substitute and only use the legitimate proprietary remedy as a bait to catch the unwary, and in that manner avail himself of the advertising and labors of the manufacturer as a means of buncoing those who come pursuant to such advertisement, out of their money.

In San Francisco we find drug stores presenting the appearance of a second-hand auction joint, and covered all over with signs of cut-rate prescriptions, cut-rate drugs; behind the counters men are employed to work every device and scheme to get money; and the profession is degraded to such an extent that a first-class highwayman would scorn to resort to the devices employed. Medicines are advertised for sale at 40 and more per cent. less than the price marked on the bottles themselves by the manufacturers; the same medicines are sold at absolute cost, and some are sold at less than cost.

The lesson that is taught by this sort of procedure is injurious in two or three aspects. In the first place, it convinces the public that there must be an immense amount of profit in the drug business, or else a remedy that is advertised for a dollar can not be sold for 60 cents.

The public believes that druggists make a greater per cent. than they do actually make. When they see that a remedy that is advertised for a dollar is sold for 60 cents, it has a tendency to create in their minds an idea that deducting what they think the druggist receives as his profit, that the real cost of the medicine would only be a nominal sum, and hence, they look upon the druggist that attempts to conduct a legitimate business as an unconscionable swindler.

Now as to the moral effect of this sort of competition: Every one of these cut-rate stores has manufactured a duplicate for

nearly all of those proprietary remedies. They have their sarsaparilla, their fig syrup, their compounds and nostrums ad infinitum, which they can readily sell at a less price than they charge for the proprietary medicines, and receive from 60 to 100 per cent. greater profits; hence, when Hood's Sarsaparilla, or Peruna, or Fig Syrup, or any of those very excellent preparations are called for by people who have read the legitimate advertising matter, they are informed by the obliging clerk who works on a percentage that they have a better remedy that does not depend upon being advertised; that they have better drugs in it, and know what it is composed of, etc., etc., and they decry the proprietary medicine as doubtful in composition, dangerous in combination, and altogether vicious.

And as a result, for every bottle of the proprietary medicine they sell, they sell 20 of their own composition, and in addition give a lasting black eye to the legitimate proprietary medicine.

Now, this form of business goes clear down the line. It makes a liar and a thief out of the druggist and those whom he employs. It destroys the manufacturer, injures the wholesaler and debauches the retailer.

Now, there is an old maxim that "for every wrong there is a remedy, for every ill there is a cure." Sometimes it is difficult to find the remedy, but you can not dedicate to this Association here time better expended than in the solution of this question.

The business thief is not without resource, and can always afford to pay money to conduct a fight. If the wholesale druggists are not prepared to resist the blandishments of a little extra trade, if they are not in the position to expend a few dollars for honesty's sake, and the protection of their patrons, nothing can be accomplished.

If, on the other hand, the wholesale druggist is willing to devote some little time, a small amount of money, a concert of action, aided by the manufacturer, who is really more injured than the jobber, much can be accomplished.

To my mind, the only solution is a refusal on the part of the manufacturer and jobber to sell and dispose of proprietary medicines or drugs or other instrumentalities necessary to the business, to such people; or I will state, by way of parenthesis, and will make this a little stronger, if the manufacturer would refuse to furnish goods to a jobber that sells to an aggressive cutter, that would stop it. But, unfortunately, some of the jobbers are anxious to sell goods to all that can pay cash. They know when they do it that it is injuring the small dealer. The aggressive cutters should be blacklisted, and compelled, if they do engage in that sort of business, to manufacture every article that they have in their store, from a toothbrush to a hot-water bag, at their own cost and expense.

The cut-rate man can not run a drug store without the aid of manufacturers and jobbers, and if the manufacturers and jobbers can see that the policy pursued by this sort of people is injuring the business, in fact, destroying it, it does seem that the manufacturer and jobber ought to be strong enough to reach out their hands and stop it.

There can be no law to prevent the manufacturers and jobbers forming a union—that seems to be the way to regulate all sorts of ills these days—and take only men into the union who do a legitimate drug business; that would stop it very quick. If it is not stopped, the drug business will soon sink into a very deplorable condition. The cut-rate druggist can thrive because he thrives on the honor, reputation and money of others.

Now, gentlemen, I have spoken to you perhaps very plainly. I know the situation, and I speak on behalf not alone of my own business interests, which are large, but on behalf of my fellows in San Francisco. We have a fine outlook; our city is growing with wonderful strides; we are at the gate of a great field of commerce; we can reach out and expand; we can develop in a legitimate business way or we can deteriorate. We trust that you will hear our Macedonian cry, and come to our relief.

After you leave the seductive scenes of this most beautiful spot on earth, with its wealth of sunshine and flowers; a spot that has thrilled the souls of Presidents, princes, scholars and the great men of earth, come down from the world of poetry and song to the great busy city of San Francisco, and, without saying anything particular to anybody, walk down the busy streets of our city and see plastered over all the windows, daubed on every corner and perch, the token of our despair; read in pasters and posters and every device that human ingenuity can invent, the cause of this my urgent plea. If, after you have beheld the outside manifestations of our distress, you do not find therein a justification for my appearing here to-day, then go inside of one of the leading cut-rate joints, act a little bit green, call for some of these proprietary remedies, and behold for your own edification that which would discourage and disgust any honest man who wants to make an honest living for his wife and children.

I thank you cordially for the honor you have accorded me in listening to me to-day, and humbly trust, on behalf of myself and the druggists of our city, and of the United States, that, out of the combined wisdom that I see before me, something may be evolved that will do the right thing and hit the right spot.

I bid you good-by, and trust to meet you in San Francisco.

JOHN S. POTTS, M. D.,
1016 Market St., San Francisco, Cal.

On motion, the paper of Dr. Potts was referred to the Proprietary Committee for such action as they may deem proper.

Mr. Dronberger presented the report of the Committee on Membership.

REPORT OF COMMITTEE ON MEMBERSHIP.

To the National Wholesale Druggists' Association:

Gentlemen—Your Committee on Membership begs leave to report to you the following names for your consideration:

FOR ACTIVE MEMBERS.

Van Vleet-Mansfield Drug Co., Memphis, Tenn.
Doster-Northington Drug Co., Birmingham, Ala. (Successors to Doster Drug Co. and Nabers, Morrow & Sinnige.)
The Stein-Gray Drug Co., Cincinnati, Ohio.
Van Deusen Bros., Kingston, N. Y.
Lillybeck Drug Co., Memphis, Tenn.
E. H. Bindley & Co., Terre Haute, Ind.
Columbia Drug Co., Savannah, Ga.
Samuel Felt, Watertown, N. Y.
The Kennedy-Suffel Drug Co., Green Bay, Wis.
C. M. Spring Drug Co., Joplin, Mo. (Successors to Caffee Drug Co.)
John M. Scott & Co., Charlotte, N. C.
W. H. King Drug Co., Raleigh, N. C.
Crutchfield-Tolleson Co., Spartanburg, S. C.
Charleston Drug Mfg. Co., Charleston, S. C.
H. S. Crispell Co., Kingston, N. Y.
The Alfred Vogeler Drug Co., Cincinnati, Ohio. (Successors to Stein-Vogeler Drug Co.)
Mooney-Mueller Drug Co., Indianapolis, Ind. (Successors to Indianapolis Drug Co.)
The Pharmacal Drug Co., Buffalo, N. Y.

FOR ASSOCIATE MEMBERS.

Manhattan Spirit Co., Buffalo, N. Y. (Now Wood Products Co.)
Clarke Bros. & Co., Peoria, Ill.

Dr. A. W. Chase Medicine Co., Buffalo, N. Y.

The Coca-Cola Co., Atlanta, Ga.

J. Hungerford Smith Co., Rochester, N. Y.

D. Ransom, Son & Co., Buffalo, N. Y.

The New York Chemical Co., Dallas, Tex.

Gregory & Jennings Co., New York City.

Respectfully submitted,

DAVID M. COWAN, *Chairman.*

PRESIDENT WALDING: Under the rules, it will be necessary that this list of names be posted twenty-four hours before being acted upon. The Secretary will please post the list.

The Secretary read the report of the Committee on Fraternal Relations, which was referred to the Board of Control.

REPORT OF COMMITTEE ON FRATERNAL RELATIONS.

Mr. William J. Walding, President:

The Committee on Fraternal Relations in the past have generally reported the most amicable relations existing between our association and those allied to us by trade interests, but in the past year conditions have grown into an importance which makes it incumbent upon this association to take consideration thereof, and exert every influence to mitigate or dispel them. The fraternal relations of this association may be divided into three classes:

First—The relations existing among our own members.

Second—Our relations with the manufacturers.

Third—Our relations with the retail trade.

Of the first, your committee is gratified to report a most excellent feeling of good fellowship and fraternity among the wholesale

drug trade, one which is growing year by year, and by which the work of the association is greatly stimulated.

Of the second, it is most pleasing to note, that the best manufacturers are those who are in closest touch with our work, and who generally accord us their prompt and loyal assistance; but there are a few manufacturers who do not treat the jobber fairly or give him that protection to which he is justly entitled, selling their goods to retailers at best prices, in many cases, when it is known to them that the goods are divided among other retail dealers at cost.

Of the third class, we regret to report a widening of the breach between the retailer and ourselves, in certain localities, especially by the formation among retailers of buying clubs, or combinations for the purpose of buying goods in jobbers' quantity, so as to divide them among themselves. This practically amounts to the manufacturer selling the retail dealer one dozen of his preparations at the gross price, and is highly detrimental to our business, and also to those retailers who are not members of the combination. Nothing tends to increase the cutting of prices more than this, and certainly nothing is more conducive to the destruction of fraternal feelings between these branches of an allied trade.

Your committee would therefore suggest that the attention of the proper committee be called to this growing evil, and every effort be made to stop what, if allowed to go on, will eventually destroy the rebate plan. This trouble exists not only with the manufacturers of proprietary medicines, but also those of pharmaceuticals and chemicals. Respectfully submitted,

JOHN B. PURCELL, *Chairman.*

The Secretary read the report of the Special Committee on Paris Green, which was referred to the Board of Control.

REPORT OF SPECIAL COMMITTEE ON PARIS GREEN.

Your committee this year beg to report that since 1898 Paris Green has neither been sold upon the rebate nor under an agreement, until the present season of 1902.

During the month of December, your chairman visited New York with a view of ascertaining whether it would be possible to induce the manufacturers to unite in adopting the rebate plan for the sale of Green.

After considerable difficulty, it was finally practically agreed by all of the manufacturers, with the exception of one, to place Green upon the rebate plan for the season of 1902, and the following schedule was submitted:

Rebate on 10,000 lbs	2	cts.
Rebate on 5,000 to 10,000 lbs	1½	cts.
Rebate on 2,000 to 5,000 lbs.....	1	ct.
Rebate on 1,000 to 2,000 lbs.....	½	ct.

with 1-2 cent per pound added for freight in the West, as heretofore.

Owing, however, to the refusal of one of the smaller manufacturers to come into line, it was found impossible to complete the proposed arrangement and it was decided that the only possibility for making a profit during this season was by local agreements.

As far as the East and South were concerned, no agreements were entered into, but the jobbers in the following cities adopted a schedule based on 13 cents for arsenic kegs:—Chicago, Grand Rapids, Detroit, Toledo, Cleveland, Columbus, Zanesville, Cincinnati, Louisville, Indianapolis, Evansville, Pittsburgh. The Chicago branches of A. B. Ansbacher & Co., and the Devoe-Raynolds Co. adopted the same schedule.

On February 26, owing to the advance in the price of Paris Green, the schedule was advanced one cent per pound.

During the past month your committee communicated with the jobbers in the cities named above, and also with jobbers located in other sections of the United States. The object of this correspondence was to ascertain whether the agreement was adhered to in that section of the country where it was in operation, and what was the experience of jobbers outside of the territory covered by the agreement. The replies from the cities working under the agreement were most satisfactory, and the universal opinion seemed to be that the schedule was rigidly adhered to.

While the cities of St. Paul, Minncapolis and Duluth were not parties to the agreement in question, they had a local agreement among themselves, which was practically the same as the agreement farther South.

In the East and South, where no agreement existed, the reports were most unsatisfactory, jobbers writing that Green was sold at nearly actual cost.

The margin of profit under the schedulc as adopted was as follows:

	Per lb.
In lots of less than 500 lbs.....	1¾ cts.
In lots of 500 to 2,000 lbs.....	1¼ cts.
In lots of 2,000 lbs. and upward.....	¼ ct.

Under the schedule proposed by the manufacturers, as set forth in the first part of this report, the margin of profit would have been as follows:

	Per lb.
In lots of less than 1,000 lbs	2 cts.
In lots of 1,000 to 2,000 lbs.....	1½ cts.
In lots of 2,000 to 5,000 lbs.....	1 ct.
In lots of 5,000 to 10,000 lbs.....	½ ct.

We think that we are safe in assuming that the margin of profit where the market is an open one will approximate one cent per pound less on an average to the jobber than where

Green is sold under the rebate. This is due to the fact that it seems difficult, if not impossible, to secure an agreement among the jobbers themselves in all sections of the country. This is owing in a measure to the fact that Paris Green is sold by a great many jobbers outside of the drug trade.

If the premises that we have laid down are correct, it is to the interest of this association to use all reasonable efforts to induce the Paris Green manufacturers to unite in selling Green upon a rebate plan, as this difference of one cent per pound brings to the pockets of our members a great many thousands of dollars that would otherwise be lost.

We are aware that there are many who argue that Paris Green is not an article that should be sold upon the rebate plan, as it is an ordinary article of merchandise, and should be handled as such.

This argument is well enough had it not been demonstrated by a great many years of actual practice that Green *can* be sold under the rebate and with a largely increased profit to the jobber.

Your committee therefore recommends that the incoming committee use their best efforts to secure the sale of Paris Green under a rebate for the season of 1903. All of which is respectfully submitted.

ALANSON S. BROOKS, *Chairman.*

The Secretary read the report of the Committee on Commercial Travelers, which was referred to the Board of Control.

REPORT OF COMMITTEE ON COMMERCIAL TRAVELERS.

Mr. President and Gentlemen—The particular phase of the trade interest assigned to the Committee on Commercial Travelers is not a new one. It is not one specially calculated to encourage innovation, to stimulate suggestion.

The situation of the commercial traveler, his relation to the wholesale drug trade, is practically the same that it has been for the past half dozen years, only, as all agree, this situation, these conditions, have been growing more tense each succeeding year.

We have entered an epoch in which the necessity for distribution with the least possible waste is everywhere made manifest. Margins of profit are ever narrowing. Not only must there be no waste at the bung-hole, but there must be absolutely no superfluous dripping at the spigot.

It has been no easy matter for the wholesaler to divest himself of memories of the past, of that halcyon time when it was not necessary to weigh expenses by an apothecary's scales, in a small way, and meet the close and careful methods of the present. While the wholesaler has been learning in this new school, it is to be feared that he has not given to the commercial traveler the benefit of this knowledge; that he has not taken into his confidence for the mutual benefit of all concerned the man who is in direct touch with a large part of the trade that seldom visits the house.

It is more than ever incumbent on the house to impress upon the commercial traveler these changed conditions and the responsibilities that they carry. The traveling man should be given to know that the well-being of the house he represents depends upon the clearest, cleanest and most exact business methods; that while he is to sell goods to the trade and keep such wants fully supplied, he is to sell with a nice discrimination and clear judgment befitting the time, and that, though he may have a tongue to charm angels, he is not to strain his persuasive powers to induce a buyer to load up beyond the customer's ability to carry.

The individual house, as here suggested, should make it clear to each individual traveling man as to the character of these trade conditions and enable him to know that the lot of the

wholesale druggist is not an exceptionally happy one; that his path is not lined with thornless roses, and that every day new and difficult problems are to be met and solved. The commercial traveler, advised from the inside, is to be the smooth and ready diplomat to do many skilful offices in keeping the reputation of his house sweet and savory with the retail trade.

As was well remarked in a previous report of the Committee, few traveling salesmen have even an approximate idea of the difficulties of the wholesaler's position and the embarrassments, constantly increasing, that come with the competition of the so-called specialty houses. In many cases, however, the punishment of the retailer who buys of these specialty houses is sufficient to fit the offense. He is encouraged, in order to make out a bill, to buy far beyond his immediate needs and to tie up money that might with more advantage be put into other goods. The mainly important question placed before this committee is that looking to a reduction in the number of traveling men to be employed in the wholesale drug trade of this country. But the question presents such a variety of aspects, with such different conditions in different States, that, in the opinion of this Committee, it should be taken up by the local associations.

This Committee would also add briefly, that it feels confident that the only correct basis of compensation for traveling salesmen is that of a straight salary; that the payment of commissions is nearly always followed by irregularities that are injurious both to the employer and the employe.

We beg modestly to add that the excellent and searching investigation heretofore given to the subject of commercial travelers has left no work for this Committee. The entire field, even of suggestion, appears to have been exhausted by our predecessors. Respectfully submitted.

WILLIAM J. MOONEY, *Chairman.*

The Secretary read the report of the Committee on Adulterations, which was referred to the Board of Control.

REPORT OF COMMITTEE ON ADULTERATIONS.

Mr. President and Gentlemen—The present prosperous condition of trade should have the effect of reducing to a minimum the adulterations of drugs. When business is dull, profits small, and a gloomy prospect ahead, there may be some excuse for doing what would not be done when conditions were reversed. At the present time the drug trade seems in good, flourishing condition, so necessity can not be given as an excuse for adulteration.

So far as I have been able to gather information on the subject from various members of the Committee, there is at present less adulteration going on than at any time in the history of the drug business. The influence more responsible for this condition than prosperity is the constant agitation of the question of pure food and pure drugs. As the public is instructed and interested practically in the subject of good, wholesome food and reliable drugs, it becomes not only a matter of conscience on our part, but is the better business policy for each of us to be known as a house where quality is more considered than price.

The general public agitation of this question has induced the Legislatures of many of our States to pass laws, many of them most equitable for both the buyer and the seller. The operation of these laws in States having them on the statute books has been so successful that it is difficult for us to see why each state does not at once pass the same or similar laws; the necessity of legislative protection is gradually becoming universal.

Very few of us have the idea that we can look to ourselves wholly to stop the evil of sophistication. We are all in favor of pure drugs, theoretically and practically, but the desire to com-

pete is a strong factor; though business is prosperous, competition is keen.

Legislative action seems to be the only solution. Our Association can not, by resolution or by any system of rebates, get to the core of the matter. Shall we continue to use our influence for State laws, or shall we as an Association recommend the passage of a national pure food and drug law? Your chairman is decidedly in favor of national legislation, if such is deemed wise by the members of this Association.

One of the greatest friends that pure drugs has at the present time is the United States Custom Houses. There is a recognized standard for most of the important drugs imported. The importation of any goods under the standard fixed by our customs authorities is now seldom accomplished, in fact not often tried; the rejection of one or two lots usually puts a stop to the effort. To show the improvement possible and actually accomplished, take the article Gum Assafoetida: Formerly it came in entirely unfit for general use, sometimes with as low a percentage of pure gum as 15 to 20 per cent.; now that the natives who gather the article understand that the United States Custom Houses will not pass any under 60 or 70 per cent. pure, they do not mix sticks, stones, feathers and bones with it, but gather and collect a merchantable article.

Gum opium is another example of the effect of the United States customs laws. Would all the gum now coming to this country be up to the present standard if we left the matter entirely to our friends, the Turk or his neighbor?

If we can make laws that govern the entries of drugs both on the Eastern coast and on the beautiful Western shore of this great country, that make foreign drugs the same standard in New York and San Francisco, and have that standard maintained, why can we not make laws that should govern the sale of domestic goods as well?

If the customs laws can educate the Chinese, the Hindoo and

the Turk, surely laws governing the productions of our own country would quickly educate the American, whether he be a gatherer of crude drugs or a maker of high-priced pharmaceuticals.

Another friend of pure drugs I want to mention: The chemical trade of this vast country, with their goods largely distributed in States with pure drug laws, as far as I know, did not have to change their method of manufacture of any of the important articles when the various States passed their pure food laws. Those of us who do business in these States with pure food laws hardly consider the question in buying chemicals, whether or not they can stand the test of the law, but realize that all our manufacturers in this most important branch of our business are giving us practically pure goods. We hear a great deal about the appearance of sub-nitrate of bismuth, whether it is light or heavy, whether it is perfectly white, but never a word about its practical purity.

We feel very largely about our pharmaceutical products the same as about our chemicals; the name of the maker on them is a guarantee that they have been most carefully examined by competent experts before coming into our possession.

It seems only fair to ourselves to call attention to the points in our favor as merchants as well as those which are not. If you consider the volume of business, the opportunity for the sale of adulterated articles forms a very small proportion of the whole.

There seems, as has been frequently said before at these meetings, two branches of the business where sophistication is practiced; the essential oil and the crude drug departments.

Essential oils have been written up in former reports fully, elaborately and eloquently. After careful reading and various notes from my friends, the oil sellers, I can say that there are no new adulterants used and no new oils adulterated. You have only to read back two or three years to find the formulas for those

admixtures, and then realize how difficult a matter it is to know when they are pure.

Every oil seems to have a cheap oil that can be mixed with it, hard to detect and yet frequently and usually either destroying or marring its usefulness.

Can this be stopped except by legislation? How many of us having an order for German Oil Sandalwood will decline to fill it because it is the commercial name for the adulterated oil? Our tendency is to say: "We are merchants, not educators."

Crude drugs, such as roots, herbs, barks, flowers, etc., offer great opportunity for adulteration. Our sales of this class of goods in small quantities to the retail trade are becoming less and less year by year.

The manufacturing pharmacist, with full corps of chemists to test the reliability of every purchase, is now the large buyer and user, yet this branch of our business is the one which needs more of our care and judgment than any other part.

A buyer who is not fooled sometimes is hard to find. Sophistication is easier to accomplish, harder to detect, than in any other branch of this many-sided business, yet the amount of money involved is frequently small.

The actual intentional adulteration of these goods by the admixture of foreign matter is not largely followed even in powdered goods.

The careful selection of goods for powdering is frequently the picking out of the salable portion, and powdering the balance, sometimes with the admixture of a portion of the exhausted drug from which the active principle has been extracted. Exhausted drugs have a commercial value. For what other purpose could they be used? Yet it seems this is only done when we as wholesale druggists want cheap goods.

We can have our own goods ground, or we can buy the better quality of the two grades offered by the grinder and accomplish the same result.

The article, Powd. Ipecac, has been referred to frequently in the reports of my distinguished predecessors as an article that must be adulterated, because the powder is frequently cheaper than the whole root. From one of my New York correspondents I take the liberty of quoting as follows:

"In the first place, Ipecac is purely and simply a speculative article with every one who handles it; and there is no time in the year when five or ten different prices can not be obtained in this market—regulated by quantity and quality—on the true article of Rio Ipecac, which is imported by some in hundred-bale lots, and by others in one-bale lots. The importer of fifty bales could afford to sell at a profit and yet sell at a price which might be lower than the cost of the article to the one-bale buyer, and again the quality of Rio Ipecac varies. I feel quite safe in stating there is not an adulterated article of Powdered Ipecac to be found in this city." The last sentence is the one I wish to call to your attention.

If we could have a standard for the more important American drugs, and a way devised for the confiscation of any not up to this standard, it would have a most salutary effect upon the gatherers of the crude article, thus protecting the public.

If we could or wanted to act as educators, and would induce our customers to buy only the highest-priced instead of the cheapest powdered goods, we would accomplish the same end.

You realize how practical these two suggestions are; it seems that legislation is the only feasible way for us to give entire protection to the public in the matter of ground and powdered drugs, spices, etc.

One of the most important adulterants now used by the few, I am glad to say, not by the many, is wood alcohol.

Chemists have succeeded in so eliminating the odor, and to a very large extent the taste of this dangerous poison, that it can be added to medical compounds without any one being able to detect it, except by analysis, and even this is difficult.

The chemist has not been able to even reduce the ill effects upon the human system; its poisonous effects upon mankind have been seen in many cases the last few years. Now that its true nature is becoming better known, we hear less of its use in the drug trade for internal administration; when its true nature was not understood, the saving of one dollar a gallon was more than some could resist.

This seems to your chairman an important matter for national legislative action. The nation should have on the statute books as follows:

"The use of wood alcohol, refined or unrefined, in any compound, for internal administration, is positively prohibited."

The penalty for any violation of this law can not be too severe. Respectfully submitted,

G. FRANK BAILY, *Chairman.*

The Secretary read the report of the Committee on Transportation, which was referred to the Board of Control.

REPORT OF COMMITTEE ON TRANSPORTATION.

To the National Wholesale Druggists' Association:

Gentlemen—Your Committee on Transportation begs to report:

After consulting with all members of the committee the chairman has received no complaints of the general transportation conditions affecting our line of business. Most of the replies received have been to the effect that any defects of which they might complain were of a local nature, affecting their immediate surroundings, and not such as a National Association would probably wish to deal with.

The experience of our own house in St. Louis has developed a criticism which possibly the Association may think worth while

to take hold of, namely: the failure of transportation companies to indicate on the bill of lading the classification under which goods are shipped, when shipped in less than carload lots. This has caused us a considerable annoyance in tracing shipments to us from the East and has also brought to us a good many complaints from customers to whom we ship goods. It will readily be seen that this omission makes it extremely difficult to ascertain whether the freight charges have been properly made. It compels an examination of their Official Classification, which, of course, is not practicable, without great expense for clerk hire.

I recommend that the Secretary of the Association take this matter up with the Official Classification Committee in New York, with a view of having the old practice restored, of noting upon the freight bills the classification under which goods are shipped.

The above is the only complaint which your committee desires to enter against the transportation facilities of the country, except the general complaint of the inadequacy of rolling stock to handle the business of the railroads and thus delaying shipments, but as this arises from unexampled prosperity in all lines of business, and the unusual abundance of natural products, your committee feels more like recommending a resolution of rejoicing, rather than of criticism. Very respectfully,

C. P. WALBRIDGE, *Chairman*

The report of the Committee on Paints, Oils and Glass was read by the Secretary and referred to the Board of Control.

REPORT OF COMMITTEE ON PAINTS, OILS AND GLASS.

To the National Wholesale Druggists' Association:

Mr. President and Gentlemen—A report on that branch of our business to those so engaged, that affords, unfortunately, so narrow a margin of profit, must from necessity be brief as likewise uninteresting.

The Paint, Oil and Glass business, to a large extent, has assumed a speculative position, thus forcing those dealers with a large volume of trade to take long chances on purchases for future delivery that under ordinary circumstances, a more staple condition, would adhere to the same degree of conservatism that they maintain with other branches of their business. While some of the commodities in these lines have afforded a lucrative profit to some buyers who happened to be on the right side of the market, particularly Linseed Oil, however, your committee believe that a steady market, void of frequent and scaled fluctuations, is more desirous and more to the interest of the wholesale drug trade. This branch of our business, like too many others, is visited with a seemingly growing evil of manufacturers accepting and soliciting business direct from the retailers, thus largely crippling the business of the wholesaler or middle man. There has been a very large consumptive demand for Paints, Oils and Glass, due to the general prosperity of the country, which has been conducive to many and varied building improvements.

From the investigation made by inquiry from leading manufacturers, we are informed that the demand for nearly all goods in the paint line has been greater than the previous year. Owing to the extended wet weather during the latter part of June and the fore part of July, the season was shortened somewhat, which will doubtless result in a considerable amount of painting that would otherwise have been done, to be carried over until fall.

WHITE LEAD.

The same condition exists governing the sale of White Lead, as the previous year, the manufacturer allowing the jobber 1-4c. per lb. rebate on purchases of not less than twelve tons. Price has been subject to but few market fluctuations.

The price of Pig Lead in St. Louis on Nov. 1, 1901, was \$4.42 1-2 per cwt. and so remained until Dec. 17th, when it was reduced to \$4.05. It remained at this figure until Jan. 25, 1902, when it was advanced to \$4.15, at which price it has remained ever since.

The market price of White Lead Nov. 1, 1901, was 6 1-4c per lb., but the price was reduced to 6c per lb. Dec. 20, 1901. The same price is ruling at this time and is subject to the 1-4c per lb. rebate to jobbers. The demand has shown some little increase over the preceding year. There is a rumor current that a large merger of interests is nearing consummation, thought to be the greatest combine the lead industry has ever seen, to control the manufacturing lines. The jobber can only hope, but hardly expect, that it will be possible to see the White Lead business placed on a basis that will afford him a meager margin of profit.

LINSEED OIL.

A very unsettled state of affairs has existed in the market for the last twelve months. For one endeavoring to clearly follow the situation and to protect himself from future deliveries must from necessity view it from a standpoint of speculation. A very wide range of difference in opinion existed as to the crop of Flaxseed, which proved to be about 25,000,000 bushels. There was a very small stock of oil on hand August 1, 1901—perhaps the smallest in the history of the business. The consumption has been enormous—exceeding that of any previous year. Those in position to know best conclude that the real consumption has been from twenty to twenty-one million bushels. About three million bushels of the crop have been exported. Consequently the

stocks of raw or finished product will be small indeed if the demand continues the balance of this year. The acreage planted this spring, we are led to believe, will be the largest for a great many years, and crop prospects at the present time indicate a very large yield.

The range of prices has been about as follows:

	Per Gallon
November, 1901.....	48@56c.
December	56@54c.
January, 1902.....	50@62c.
During February, March and up to April 17.....	62c.
On April 17 the market advanced to.....	63c.
April 19.....	65@67c.
May 24.....	64@66c.
June 6.....	65@67c.
June 7.....	66@68c.
August 11.....	64@66c.
August 20.....	62@64c.
August 26.....	56@58c.
August 28.....	57@59c.

The demand abroad is surprisingly good. There has been, as near as could be learned, over one-quarter million of bushels of flaxseed oil sold for fall delivery, and the exporter of this seed has been buying September and October seed to cover such purchases, which very likely accounts for the high prices paid for September and October seed.

MIXED PAINTS AND COLORS.

The sudden change in ruling market prices of materials that enter into the manufacture of mixed paints, caused manufacturers no little annoyance and compelled them at different intervals to change their selling prices to the trade. This difficulty was not as frequent or burdensome as the previous year, and it is to be

hoped conditions are such as affects the selling price to remain unchanged for a while at least. The seemingly prevailing high price that pure mixed paint has to be sold for has probably had an effect to decrease the consumptive demand. It has been demonstrated that the consumer prefers to use a pure mixed paint composed of white lead, zinc and linseed oil, by the decreased demand for cheap and inferior grades.

Manufacturers have experienced considerable difficulty in obtaining their supply of cans, even at a largely increased cost over previous years. Many makers of colors, both dry and in oil, assert that the present high cost of production and at the high price they are compelled to sell the goods, affords them but a meager margin of profit, especially dry colors, on which the cost of production is considerably more than last year, owing to the new combination of acid manufacturers who increased their prices from 25 to 35 per cent. One large manufacturer is credited with the statement that it looks to be only a question of time until there will be a combination of the dry color manufacturers, or, as some grinders are doing, manufacturing their own dry colors, and such being the case, will eventually force the manufacturers of dry colors to grind in oil or go out of business.

WINDOW GLASS.

The market, dating back from October, 1901, has been in a chaotic condition. The Co-operative plants were booked to fire up October 15th, the American and Independent Companies on November 1st. Every one was anxious to unload. The American Window Glass Company found it necessary the latter part of October to cut the prices on the first three brackets about 25 per cent. This was occasioned by large importations. On November 19th, the American and Independent Companies sold to the Jobbers' Association 500,000 boxes of glass at a discount of 89 per cent. The market was weak with nearly every one looking for another decline in price until early in January, when at a

meeting in New York City, the jobbers again bought of the American Window Glass Company 500,000 boxes more glass at about 21-2 per cent. lower on single strength and 5 per cent. on double strength than the previous purchase. After the first of the year, the Independent Company began to get restless, and declined to co-operate longer with the American Company. They started out to whip the American Window Glass Company, and sold large quantities of glass at prices considerably under the American Company.

After they had sold as much glass as they could manufacture at the extremely low prices, the American Company then advanced the wages of their workmen about ten per cent., which advance the Independent Company was compelled to meet. It was seemingly a clever coup on the part of the American Company, leaving it with a free hand and good stocks of glass to raise the price, which they did at the last jobbers' meeting, selling them another one-half million boxes at 88 per cent. discount. The Independent Companies have experienced difficulty in making deliveries of glass sold to jobbers. The American Companies drew their fire on May 24th, the Co-operatives on May 31st, and the Independents on June 30th.

The general consensus of opinion is that glass at the present time is good property, as it seems that the American Window Glass Company will be in position to control prices. It is currently reported that the American Window Glass Company has succeeded in perfecting a machine that will make glass at a considerably less cost than it can be blown for—that they control all patents on this machine and thereby will be in position to dictate the future policy of the window glass business. As to the authenticity of the report, we are unable to confirm or deny at this time.

Jobbers at the present time are compelled to procure their supplies under entirely different arrangements than they did formerly. The jobber is not allowed to say that he desires a certain number

of boxes of glass, as his needs may be, but on the contrary, the combination of manufacturers, or "trust" as we may call it, notifies him every so often, when they have a stock on hand, that they have allotted to him from five to twenty thousand boxes, depending on his previous purchases. That is all the glass he can obtain from the trust.

They furthermore dictate the price at which the jobber is to sell the glass to the retailer, and in making the allotments, they demand from the jobber an extra 5 per cent., which amount is kept in reserve as a sort of penalty money to assure the jobber keeping the agreed price, or rather the prices dictated by the trust. It is plain to be seen that the manufacturer not only controls the jobber's purchase price, but his selling price as well, which, under present conditions, does not afford anywhere nearly as large a profit as the jobber should have, or is entitled to.

If the present high tariff, which is about 100 to 125 per cent., is not removed, the glass interest in the United States will soon be in the hands of a few who have it entirely their own way. Respectfully submitted, M. E. SHERMAN, *Chairman*.

The Secretary read the report of the Committee on Fire Insurance, which was referred to the Board of Control.

REPORT OF COMMITTEE ON FIRE INSURANCE.

Hardly any form of business affects so closely the welfare of as many different classes in the community as does "underwriting;" insurance companies today seek business in many and varied fields, and in turn are sought by every one who desires indemnity from loss by various casualties, of which fire is most frequent in occurrence and most disastrous in results. Referring to the problems involved in fire insurance, the past year has produced little that is new or startling, and yet it has been of vast importance in proving that the methods more recently adopted

by our fire underwriters are correct, are founded on common sense, and that they will ultimately, and probably very soon, place the business of underwriting fire risks on a scientific and systematic basis. The time is apparently not far off when fire insurance risks can be calculated with the same nicety as life insurance risks are now, and the actuary of a fire insurance company will be able, with almost mathematical exactitude, to determine and fix a rate in exact proportion to the risk.

Formerly the one seeking insurance had only two objects in mind—first, to cover himself in companies whose financial strength was beyond question, and second, to secure his insurance at the lowest possible price. On the other hand, the insurer aimed only at a policy which would result in producing the largest possible return upon the capital invested. In pursuing their respective ends they naturally became antagonistic; the companies, in their endeavor to obtain high rates, among other means, founded combinations that arbitrarily advanced rates to a point where their payment became a hardship; the insured secured legislative interference which made such combinations unlawful, formed “mutual” companies, founded the so-called Lloyds, etc.

The result proved unsatisfactory to both parties. Periods of high rates, oppressive in the extreme to the insured, alternated with rate wars which impaired the loss-paying ability of the insurer, frequently to such an extent that the owner of property was in doubt whether the indemnity for which he paid would be real in case of need.

Both parties ignored the fact that they had interests in common, and that

CO-OPERATION BETWEEN INSURER AND INSURED

is not a mere platitude, but constitutes the all-essential, fundamental principle of fire insurance. The officials of our fire insurance companies are beginning to recognize that it is their business, a very important part of their business, to prevent the

occurrence of fires, and to minimize the loss in case of fire; the mere guarantee against loss is no longer their sole reason for existence.

In times past rates were fixed more or less arbitrarily; the factors that influenced the rate were such as competition, the ability and experience of the inspector, the standing of the owner, etc. The practice of compiling statistics, tables of experience, etc., while indulged in by some companies, was of comparatively small value, chiefly because every little while all calculations and conclusions were upset by the ever-recurring rate wars. Today we are in a fair way to see this method abolished, and fixed rules and rates take the place of individual opinion and empirical processes.

Not the least important agency in this reform is the changed position of the insured. He has come to recognize the maxim, almost self-evident, that the best way to bring about low premiums is to have no destructive fires; when the companies have no losses to pay they will either voluntarily reduce premiums, or else competition, attracted by the profits of the business, will compel them to do so. It is now generally appreciated by both parties to an insurance contract that they are equally interested in reducing the frequency of fires and their destructiveness.

To attain this end, the insured must give his best attention to the proper construction and maintenance of his building; all details of construction and management are taken into account by the up-to-date underwriter in determining the rate of premium. Penalties are levied for conditions likely to produce fires, and credits are allowed for methods that tend to prevent fire or to extinguish it quickly. It is a first attempt at a really scientific classification of fire risks, and while not yet applied in many parts of the United States, and while far from perfect, it is a long step in the right direction. An analysis of the schedule shows many errors in judgment and exaggerations of danger, feared rather than actual. Already in cities where insurers have begun to

understand it, a marked improvement has been noted in the planning of buildings and in their internal condition when occupied.

An examination of the schedule now in force in the city of New York shows allowances on rates of from 1 to 30 per cent. for various improvements, such as automatic sprinklers, automatic fire-alarms, fire-escapes, water casks and water and sand pails, internal and external standpipes, perforated water pipes in cellar, ready access from side or rear to fire department, night watchman, roof hydrants, the placing of merchandise on skids, the covering of merchandise at night with tarpaulins, fire shutters, proximity to engine houses, etc.

As above stated, these schedules are far from being perfect, and are being changed, enlarged and amended continually. Here again is where the insured should take an active, direct interest in the business. Where a rate is palpably high, an allowance improperly low, or a penalty unjust, he should call the attention of the underwriters to the matter. In the nature of things it is impossible for insurance men to be thoroughly familiar with the physical characteristics of all the property they insure; most of them will no doubt be ready to be enlightened upon such subjects by qualified persons or trade organizations.

In New York a new and burdensome schedule was recently put in force on merchandise stored in public warehouses, affecting the drug trade with especial severity. A committee was appointed by our local drug organization to take up the matter; several protracted meetings were had between the interests at issue, and while we have thus far failed to accomplish all that we set out to do, we have secured important concessions, such as the reduction of the rate of blanket policies from 1 per cent. to 60 per mille and reductions of from 25 per cent. to 40 per cent. on many items.

The millennium in the field of fire insurance is still far away; insurance companies are inclined to be arbitrary, sometimes to

the verge of impertinence, and premium rates in general are far too high. Co-operation and friendly conferences are, however, more likely to remedy this state of affairs than railing at "trusts," or bitter denunciations.

Your Committee feels that the past year has served materially to bring the owner of property and the insurer nearer together, and that optimistic views have a better foundation now than in the past. Respectfully submitted, ALBERT PLAUT, *Chairman*.

Mr. Snow presented the report of the Committee on Memorials of Deceased Members.

REPORT OF COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

Mr. President and Gentlemen—Since our last meeting at Old Point Comfort in October, 1901, the Angel of Death has summoned from their earthly homes to a place of rest twenty members of this Association. We shall deeply cherish their memories, and to their relatives and friends we extend our heartfelt sympathy. In the brief record here submitted will be found the name of our late Secretary, whose kind words, cordial greetings and faithful service will be long remembered.

W. T. HARPER,

Of J. W. Edgerly & Co., Ottumwa, Iowa.

Born April 12, 1833; Died October 5, 1900.

(This sketch was inadvertently omitted from last year's report.)

Mr. Harper was born in Taylorsville, Muskingum county, Ohio. He moved to Ottumwa, Iowa, in 1853, and taught school for several years. In 1860 he entered the employ of Dr. J. L. Taylor, druggist. In 1865 he and C. F. Blake were admitted as partners under the name of Taylor, Blake & Co. He retired from this firm in 1875, and with Wm. Daggett organized the firm of Dag-

gett & Harper and built the Ottumwa Linseed Oil Mills. In 1885 Mr. Daggett was succeeded by J. W. Edgerly, and the firm name changed to W. T. Harper & Co. In 1888 J. W. Edgerly, W. T. Harper and C. F. Harlem purchased the wholesale drug house of Blake, Bruce & Co. and continued the business under the name of J. W. Edgerly & Co. Mr. Harper, during the forty years of a successful business career, ably assisted in building up the city in which he lived. He was a member of the Board of Education for nine years and for many years a trustee of the First Baptist Church.

JOSEPH A. TOY,

With Carter Medicine Co., New York City.

Born 1846; Died October 8, 1901.

Mr. Toy was born in Norfolk, Va. He entered business before the Civil War with the firm of King & Toy, of which his father was a member.

When the war was declared he enlisted in the Confederate Army, in which he attained the rank of major. After the war he came North and traveled for a number of years for Schieffelin & Co., New York City; Billings, Clapp & Co., Boston, and the Stallman & Fulton Co., of New York. During the past thirteen years he occupied the position of secretary to Brent Good, of the Carter Medicine Co. Mr. Toy was a man of sterling integrity and marked attainments. He was held in the highest esteem by many friends, both in business and private life. Those who knew him describe him as having been a typical Southern gentleman, courtly, hospitable and generous to a fault.

ALFRED P. SCHOELLKOPF,

Of Schoellkopf, Hartford & Hanna Co., Buffalo, N. Y.

Born July 1, 1861; Died October, 1901.

Mr. Schoellkopf was born in Buffalo, N. Y. After leaving school he became associated with his father in the tanning busi-

ness. He was connected with the Power City Bank and the Hydraulic Power Co., at Niagara Falls.

JOHN I. THOMPSON,

Of John L. Thompson, Sons & Co., Troy, N. Y.

Born April 2, 1831; Died October 16, 1901.

Mr. Thompson was born in Troy, N. Y. He was educated in the local private schools, the academy at Poughkeepsie, and took a course at the Rensselaer Polytechnic Institute. Before finishing his course he left the institute to enter the employ of his father. In 1855 he became a partner in the firm of John L. Thompson & Co., at which time the firm name was changed to John L. Thompson, Sons & Co. The deceased, during his almost half a century of business career, pursued a policy that was characteristic of honesty and integrity, and which won for him the confidence and esteem of the mercantile world. He was prominent in religious work. He was a director of the Board of Missions of the United States, and, at the time of his death, in attendance as a delegate to the Protestant Episcopal convention in session in San Francisco. He was Vice-President of the Episcopal Church Home.

He was a member of the Troy Citizens' Corps and at one time its commanding officer, a trustee of the Rensselaer Polytechnic Institute and a director of the Troy City Bank. His most characteristic and commanding trait was his generosity.

FREDERICK MARX,

Of Marx & Rawolle, New York City.

Born July 31, 1827; Died November 24, 1901.

Mr. Marx was born in Woerrstadt, near Mainz, Germany, and served an apprenticeship in Germany, coming to the United States in 1851. He established himself in business as a manufacturer of bleached shellac, French varnish and sealing wax. In 1870 the firm became Marx & Rawolle, when they engaged in the

refining of glycerine, taking a leading position in that industry. Mr. Marx was a member of several charitable societies, and his acts of private charity were very numerous.

EDWARD KEMP,

Of Lanman & Kemp, New York City.

Born in 1830; Died December 24, 1901.

Edward Kemp was born in County Cavan, Ireland, was brought to New York when an infant by his mother and received his education in the public schools of that city. He commenced his business career at an early age with Hussey & Murray, located at Old Slip, and in 1847 was employed by W. H. Halsey, of Burling Slip, who was engaged in the East Indian trade, in which branch of business Mr. Kemp rapidly became an expert.

In 1872, in company with his brother William, he entered the wholesale drug firm of Lanman & Kemp, of which his brother George was at the time sole proprietor. Mr. Kemp's intimate knowledge of the import and export trade enabled him to rapidly increase the business of his firm until it extended to all parts of the world, and its name became almost a household word throughout the East and West Indies, Central and South America. Mr. Kemp continued actively engaged in business up to the time of his last illness.

He enlisted in Company F, Seventh Regiment of the National Guard of the State of New York in 1853, remaining in active service for ten years and retaining an active interest in the regiment during his lifetime. He would never accept military promotion and always preferred to be known as "private" Edward Kemp. He was one of the promoters of the building of the Seventh Regiment Armory, towards which he contributed liberally himself, and by his personal influence materially aided the raising of funds for the completion of the building.

Mr. Kemp became President of the College of Pharmacy of the

city of New York in 1896 and remained in office for four years, during which time he made, at his own expense, a number of valuable additions to its equipment and library, and in many other ways contributed to its advancement.

While averse to publicity, Mr. Kemp was a very public spirited citizen, a man of strong and commanding personality, who would work energetically and contribute liberally for any project in which his sympathies were aroused, or for which his influence could be secured. Owing to his unassuming methods, Mr. Kemp's liberality was known only to the beneficiaries and those intimately connected with him, but after his decease it was found that he had by will provided for the distribution of over one hundred thousand dollars to his business associates and employes.

He was a member of St. Thomas' Protestant Episcopal Church in New York City, and his funeral service, held in the church building, was attended by representatives from the wholesale and retail drug trade, the Seventh Regiment, the College of Pharmacy, etc. Mr. Kemp left a wife, but no children.

His most enduring monument will be the business which he so largely created, and through which he made American business methods and American goods known in the Central and South American markets, where, prior to his energetic work, European goods and European firms had hitherto monopolized the trade.

WILLIAM T. CASE,

Late with C. F. Boehringer & Soehne, New York City.

Born in 1842; Died December 29, 1901.

William Townley Case died at Ardleigh, Sussex, England. Mr. Case was born in Liverpool, England, and served an apprenticeship in a manufacturing concern which he subsequently represented on the road. He was later connected with a large exporting house in London, by which he was sent through Europe and the Orient, the United States, Mexico, the West Indies and the Central American States. He came to New

York in 1888 and established a connection with Merck & Co., and two years later with the New York house of C. F. Boehringer & Soehne, with which he was connected up to within a short time of his death. Mr. Case was a most interesting man to meet and had many warm friends in the trade, who will sincerely regret his untimely death.

JOHN D. TITSWORTH,

With Merck & Co., New York City.

Born in 1843; Died January 4, 1902.

Mr. Titsworth was born in Cincinnati, Ohio. At the age of fifteen he entered the employ of Donald & Van Pelt, druggists, of New Brunswick, N. J. Later he came to New York and was engaged by Day & Hougland, wholesale druggists. In 1880 he went on the road for Dodge & Olcott, continuing with them until 1886, when he opened an office as buyer for out-of-town houses. For some time past he had acted as a down-town representative for Merck & Co. He was a prominent figure in the drug trade and will be sincerely mourned by a large circle of friends.

HARVEY COE CLARK,

Of Farrand, Williams & Clark, Detroit, Mich.

Born November 22, 1838; Died February 8, 1902.

Mr. Clark was born in Cuyahoga Falls, Ohio, and while a young lad moved with his parents to Warren, Ohio. He received his education in the public schools and Western Reserve University, graduating in 1861. He then entered the employ of his uncle, Jacob S. Farrand, continuing with the firm of Farrand, Sheley & Co., and later became a partner of Farrand, Williams & Co., and Farrand, Williams & Clark. He was a director in the Merchants' and Manufacturers' Exchange of Detroit, and in the memorial resolutions adopted by that body we find the following: "Through many years he has been widely known as

a fearless advocate of honesty and purity in all the relations of life. His heart was full of kindness for his fellowmen, and to young men he was ever considerate and generous."

LEWIS THURBER LAZELL,

Of Lazell, Dalley & Co., New York City.

Born in 1825; Died February 28, 1902.

Mr. Lazell was born in Bellingham, Mass., in 1825; learned the retail drug business as a youth and conducted an establishment on his own account in Worcester, Mass., for some seven or eight years. In 1855, in company with Edward H. Marsh, he purchased the wholesale drug and importing business owned by Haskell, Merrick & Bull, of New York, and conducted the same under the firm name of Lazell, Marsh & Hunn, until 1860, when the firm became Lazell, Marsh & Gardner, and in 1885, Lazell, Dalley & Co.

Mr. Lazell's early training in the retail trade made him cognizant of the growing demand for fine goods, and he was one of the pioneers in placing upon the American drug market trade products of purity and excellence put up in attractive styles; his firm was recognized as importers of high grade drugs, and its name on packages became a guarantee of superior quality. In 1891 Lazell, Dalley & Co. retired from the wholesale drug trade to engage wholly in the manufacture of perfumery, which was formerly a department of their business.

Mr. Lazell was a man of ripe judgment, sterling integrity and genial disposition, who enjoyed the confidence and esteem of all those with whom he came in contact in an unusual degree. He was a member of the Pierrepont Street (Brooklyn) Baptist Church, was for more than thirty years a member of its Board of Trustees and for several years President of the Board. He was a member of the New England Society of New York, the Hamilton Club of Brooklyn, and several other social organizations.

His manliness and charm of character were eloquently recognized by the former employes of his various firms at a meeting held after his decease, when the following minute was adopted and placed on record:

"We desire, although now widely scattered by circumstances, to reunite in a simple tribute to that singularly gentle and genuine nature and that unfailing kindliness of manner which years ago compelled our lasting affection; therefore, be it

"Resolved, That when Lewis Thurber Lazell died, there passed from earth to heaven a man whose simple unaffected life was a charm and an inspiration, and a friend whose memory will endure while life shall last, a fragrance and a benediction."

Mr. Lazell was actively engaged in business until the time of his last illness, and is survived by a wife and four daughters.

ADOLPH F. BRAIDICH,

Of Thurston & Braidich, New York City.

Born in 1850; Died March 5, 1902.

Mr. Braidich was born in Trieste, Austria, and was in business in that city until about 1880, when he joined the firm of T. B. Merrick & Co., of New York City. The firm name was changed then to Thurston & Braidich, Mr. Merrick retiring from business. On the death of Mr. Thurston, which occurred in 1890, the business was continued by Mr. Braidich, who associated with him James G. Shaw.

ANDREW B. MERRIAM,

Secretary of the National Wholesale Druggists' Association.

Born May 23, 1826; Died March 26, 1902.

Mr. Merriam was born in Salem, N. Y., and died at Charles City, Iowa. At the age of 15 he went from the High School in Lowell, Mass., to learn the drug business with J. C. Ayer. At the age of 22 he obtained a position in the drug store of E.

Eckstein & Co., of Cincinnati, Ohio. Mr. Merriam soon secured an interest in the firm, which was afterward changed to Suire, Eckstein & Co., and was for many years one of the largest drug firms in the West. Mr. Merriam was active in the social and mercantile interests of that city, and was for years corresponding secretary, and afterwards president of the Young Men's Mercantile Library Association. In 1865 he purchased the business of Edward Scanlon & Co., and established the firm of A. B. Merriam & Co. In 1876 he disposed of his interest and moved to Minneapolis, but for the past two years had resided in Chicago. It was during his business career in Cincinnati that the Western Wholesale Drug Association was organized at Indianapolis in 1876. At the Indianapolis Convention he was elected its first Secretary, and has been continuously re-elected with the exception of two years, 1879 and 1880, when he was not present at the meetings. Probably no man was better known among the membership than Secretary Merriam, the duties of the office bringing him in communication with all the members, and his faithful attention and earnest solicitude for the welfare of the Association won for him the respect and admiration of his fellow-members.

THOMAS LEEMING,

Of Thomas Leeming & Co., New York City.

Born in 1837; Died March 31, 1902.

Mr. Leeming was born in Burnley, Lancashire, England. In 1840 he went with his parents to Montreal, Canada. On his father's death, he continued the business established by his father and uncle. In 1883 he came to New York to take personal charge of the house of Thos. Leeming & Co., which had been established in 1875. He was a man of stainless integrity and of warm generosity.

CHARLES W. GRIFFITH,

With Herf & Frerichs Co., St. Louis Mo.

Born in 1857; Died April 11, 1902.

Mr. Griffith was born and educated in the city of Chicago, and began his business career with Tolman & King, continuing with John A. King & Co. In 1877 he became identified with the Herf & Frerichs Chemical Co., being the first traveler employed by that house, and remained with them until the time of his death. He was popular in the trade and had a large circle of friends.

FREDERICK VOGELER,

Founder of the Alfred Vogeler Drug Co., Cincinnati, O.

Died in Hanover, Germany, April 21, 1902, aged 63 years.

Mr. Vogeler was born in Minden, Westphalia, Germany. He came to Baltimore in 1854 and went to Cincinnati in 1860. He retired from active life in 1888, and since had been living in Hanover, Germany.

HARRY C. HEBBARD,

Secretary of Carter Medicine Co., New York City.

Born October 21, 1844; Died June 6, 1902.

Mr. Hebbard had been connected with the Carter Medicine Co. for many years, and was highly esteemed for his integrity and careful business habits.

BOWLES COLGATE,

Of Colgate & Co., New York City.

Born January 13, 1846; Died April 21, 1902.

Mr. Colgate was born in New York, and on the completion of his education entered the employ of the firm of Colgate & Co. Mr. Colgate became senior member of the firm on the death of Mr. Samuel Colgate, which occurred on April 23, 1897. De-

cember 31, 1900, he retired from business on account of failing health. He was a trustee of the Young Men's Christian Association and a member of the Social Reform Club.

THEODORE RICKEY HOSTETTER,

Vice President of the Hostetter Co., Pittsburgh, Pa.

Born October 19, 1869; Died August 3, 1902.

Mr. Hostetter was born in Allegheny, Pa. He attended the public schools in his native city and finished his education at an Eastern college. At the time of the death of his father, Dr. David Hostetter, he had almost reached his majority, and upon the organization of the present Hostetter Company he was chosen Vice President, which position he occupied until his death in the city of New York. His business ability was of a high order, and his time not being entirely occupied in the affairs of the Hostetter Company, he gave considerable attention to many other matters in which he was interested. Mr. Hostetter left a wife and two children.

JAMES HARTFORD,

Vice President of the Schoellkopf, Hartford & Hanna Co., New York City.

Born in 1846; Died June 12, 1902.

Mr. Hartford was born in Queens county, Ireland, and received a part of his education in Kilkenny College. He entered the employ of Boilean & Boyd, of Dublin, in 1862. In 1879 he went to London and was employed as a buyer by Burgoyne, Burbridge & Co. He came to New York in 1883 and was employed by McKesson & Robbins until 1888, when the firm of Schoellkopf, Hartford & McLagan was formed, and in 1900 became the Schoellkopf, Hartford & Hanna Co. Mr. Hartford was prominent in club and scientific life, was a member of the New York Athletic

Club, a trustee of the Chemists' Club and director of the Drug Trade Club. He was a member of the Society of Chemical Industry, of the American Chemical Society, one of the council of the Drug Trade Section of the New York Board of Trade and Transportation, a member of Holland Lodge, No. 8, of F. & A. Masons, and also a member of the St. George Society. He was highly esteemed by all who knew him, being a man of genial and courteous manner, possessing good business ability and always prompt and upright in his dealings.

CHARLES A. SMYLIE,

President National Licorice Co., Brooklyn, N. Y.

Born 1858; Died September, 1902.

Mr. Smylie was born in Brooklyn, N. Y., and had lived in New York and Brooklyn all his life. He became a member of the National Guard in 1876, retiring in 1898. During the Spanish war he served in the Paymaster's Department. He was President of the National Licorice Co., and a director of the New York and New Jersey Bridge Co. He was a member of the Union League, the Lotus, the Garden City Golf, and the Army and Navy Clubs.

GEORGE A. KELLY,

President of the George A. Kelly Co., Pittsburgh, Pa.

Born June 3, 1832; Died September 25, 1902.

Mr. Kelly was born in Pittsburgh, Pa. He finished his education at the academy of Brattleboro, Vt. He entered the employ of Henry Schwartz, a retail druggist of Allegheny, in 1847, where he remained ten years. He then accepted the position of teller in the banking house of Herron Bros., Dubuque, Ia., and later the same position in the Iron City National Bank of Pittsburgh. In 1859 he established a wholesale and retail drug store

in Allegheny under the firm name of Beckham & Kelly. Mr. Beckham retired in 1861, and Mr. Kelly continued under the same name until 1865, when he removed across the river to Pittsburgh and conducted a wholesale business exclusively. In 1871 he purchased the stock and good-will of B. A. Fahnestock & Co., established in 1829, and once the largest drug house in the United States. The firm name then became George A. Kelly & Co. In 1888 his sons, Geo. A. Kelly, Jr., and Samuel R. Kelly, were admitted to the firm, which was later incorporated as the Geo. A. Kelly Company. Mr. Kelly was President of this Association in 1888-9, was Chairman of the Committee on Proprietary Goods for several years and did stalwart work in the interests of the rebate plan. He was prominent at the meetings of the Association and devoted much time and energy to furthering its welfare. He was Vice President of the Merchants' and Manufacturers' National Bank, director of the Pittsburgh Bank for Savings, President of the Pittsburgh College of Pharmacy, President of the Paint and Oil Association of Pittsburgh, and connected with other prominent institutions. Mr. Kelly lived a busy and useful life, performing the various duties devolving upon him with the fidelity and ability which he displayed in the conduct of his own business.

In conclusion, your Committee recommend that a memorial page be set apart in the journal of this convention upon which the names of these, our departed friends, shall be inscribed.

Respectfully submitted in behalf of the Committee,

CHAS. W. SNOW, *Chairman*.

PRESIDENT WALDING: If there is no objection this report will be referred to the Board of Control.

MR. KLINE: Mr. Chairman, I know it is not customary to do anything more than to receive and file for publication the reports of the deaths of our members. But dur-

ing the last year death has struck down so many of our prominent members that a somewhat further reference than that which is contained in the report of the committee, it seems to me, ought to be made. I have been profoundly impressed in listening to the report of this committee upon the deaths of the twenty members of this Association who have died during the year, with the standing in the business world in which they were respectively engaged, of the large majority of these men. It has seemed to me that this organization, of which we are justly proud, is one that certainly has within its membership a very large number of men who can not very well be replaced in the several communities in which they served their time and generation. We should appreciate having had the privilege of associating with them in this organization.

Reference has been made to the death of Mr. Merriam, whom we were constantly in the habit of meeting, and reference was made at the close of the report to the death of Mr. Kelly. I want to say just an additional word upon the death of Mr. Kelly, because no man in this organization ever influenced me so much from the very beginning of my connection with the National Wholesale Druggists' Association to the close of his career as Mr. Kelly. The first time I ever heard of the organization of wholesale druggists was in Mr. Kelly's office, when I, still traveling for our concern, happened to go there on some business, and he started on me at once, to try and impress upon me the importance of the Eastern people taking a hand in this work, which was then being conducted by the Western Wholesale Druggists' Association. Later on, when it became the National Wholesale Druggists' Association, I was privileged to be associated with him on the Proprietary Committee, and those of us who are now sharing

and enjoying the benefits which accrued from the establishment of the rebate plan are in danger of forgetting the pioneer work that was done by some men, most of whom have passed away, and among whom Mr. Kelly was very prominent. I know personally that as we went from place to place in 1882 and 1883, four or five members of the committee, no man commanded so much the respect and the confidence of the proprietors upon whom we called as did Mr. Kelly, who was one of these visiting members. He did splendid work. In the early days he was chairman of the Proprietary Committee. He served the Association as its President, as has already been reported, in 1888-89. He has continuously, as you are aware, been a member, and a useful and valuable member, of the Proprietary Committee. If I remember correctly, it has only been last year, and of course this year, that he has not been in attendance upon our meetings. If I remember correctly, he didn't miss a previous meeting. Probably I am mistaken; he may have missed one. So that it seems to me that while we miss quite a number of men to whom reference has been made, I may safely state that we miss no one, and shall miss no one, more than George A. Kelly, an ex-President of the Association. I personally want to pay my tribute to his memory, and to say that it seems to me that this organization, without using what might be considered undue discrimination, would be justified in adopting a recommendation that not only a page or two be devoted in our proceedings to these names upon our records, but that it might be especially fitting that, in addition to publishing the name, we publish a picture of Mr. Kelly in connection with the obituary notices, unless the members of the family should object. I should like to make that recommendation.

MR. HALL: In answer to Mr. Kline, I would say that

the Board of Control expect to ask that a special order of business be taken on these memorials, and we expect to ask for a committee to be appointed to draw up resolutions regarding them.

MR. LATTIMER: Would it be out of place if I were to raise my voice in a word of praise for Mr. Kelly, or do I understand that there is to be a special meeting for this purpose?

PRESIDENT WALDING: Did I understand Mr. Kline to make a motion?

MR. KLINE: If a special report is to come from the Board of Control, I will withdraw that for the present.

PRESIDENT WALDING: The next order of business will be the report of the Committee on Proprietary Goods. There is a rule of procedure that a special order of business be made for that.

MR. KLINE: I don't know whether Mr. Faxon is in the room or not. He ought to be. He is the acting chairman of the committee.

MR. TAYLOR: I move that it be made a special order for tomorrow at 11 o'clock. (Carried.)

Mr. Hover presented the report of the Committee on Credits and Collections.

REPORT OF COMMITTEE ON CREDITS AND COLLECTIONS.

Mr. President and Gentlemen of the National Wholesale Druggists' Association—As Chairman of this Committee, I must to an extent ask the indulgence of the members of this Association in submitting a report which, of necessity, is in a large measure a repetition of previous reports, and, in general, follows lines of definition laid down by the Committee for the past two years.

The Committee has reason to again congratulate the members of this Association upon the character of trade reports which have been gathered from all sections of the country. Generally speaking, there has been a notable increase in volume of business over the corresponding period of last year. One southern correspondent reports an increase of 30 per cent. A handsome increase is also indicated from northern territory. In central territory sales, while showing a falling off during the early months of the year, now indicate promise of a fair increase over 1901, before the close of the year.

Crop and industrial conditions are reported as exceptionally good from all sections, and an active fall and winter business is freely predicted, with flattering trade prospects for the coming year.

While the tremendous aggregation of capital now engaged in transportation and in industrial pursuits may offer some occasion for alarm, a greater stability of the general industrial and business situation must certainly follow, and make predictions as to the future of trade more certain and reliable.

Credit conditions are exceptionally good. Reports indicate the loss ratio about the same as last year, and in some instances less.

While credit conditions for 1901 were of exceptionally high character, 1902 will not suffer by comparison. One correspondent writes: "It is our experience that more retail druggists are

discounting their bills in this present year than ever before in the history of the drug trade."

The retail business is, generally speaking, in an exceptionally healthy condition, although in some sections crowded and overdone. The department-store evil in our large centers is not so serious as in the past, and, on the whole, the retailer is participating in the general prosperity which pervades all sections and all lines of business.

In view of the increased trade, good credit conditions and the general unparalleled prosperity of the whole country, it is greatly to be regretted that the profits of the wholesale drug business are rather on the wane than otherwise. From some sections they are reported as being fairly well maintained, but very unsatisfactory in character, and in general such seems to be the case.

This leads up to the consideration of one of the inquiries made by your Committee in a circular letter under date of August 23d, which inquiry was as follows:

"In your opinion, would it be of any advantage to the wholesale drug interests of this country to establish local districts of consolidation for the purpose of reducing the number of distributors to a degree that will cover the actual requirements of each district, thereby entailing an immense saving in operating expenses, and with a view of further merging the more advantageously located houses in these districts into one common organization centrally controlled?"

From the character of letters and replies received to this inquiry it is evident that the seed sown by a New York promoter, who attempted a number of years ago to consolidate the drug interests of this country, found lodgment and is still productive of considerable thought on the part of many of our members. Probably the later attempt to consolidate the hardware business of the country is partly responsible for some of the renewed interest displayed on this topic.

Of fifty-two replies received from members of this Associa-

tion, thirty-four were of the opinion that much benefit would be derived by a species of consolidation. Eighteen, on the contrary, deemed such a scheme impracticable, or were averse to losing their individual identity by a merger of this character.

One prominent Western house replied as follows: "The scheme possesses some advantages and some disadvantages, and careful consideration would be necessary."

The reply from a large distributor in the East would indicate that many advantages could be derived by pursuing such a course, the chief objection urged being one of outside competition.

Another large distributor in central territory replies: "Consolidation would certainly be of advantage, but hard to accomplish."

A general feeling seems to prevail amongst the trade that something should be done to raise the standard of the business as a profitable investment. No industrial or mercantile business is so burdened with petty details or requires such unceasing vigilance, attention and hard work on the part of principals as the wholesale drug business, and no business pays so little on capital invested in proportion to the work and energy expended. Volume of business may increase by persistent effort, but so long as it is necessary to maintain such increase by continually adding to the force of traveling salesmen, and correspondingly increasing house expenses, there can be no considerable additional compensating profit.

No business, the gross profits of which are no greater than that offered by the wholesale drug business, can, by direct solicitation, afford to go after seventy-five per cent. of the volume of trade. While the traveler is a valuable adjunct and can not be dispensed with, there is such a thing as placing too much dependence upon this method of securing new business, and retaining old business.

It is a question in the minds of your Committee if mercantile science has advanced far enough to admit of the undertaking

and the successful carrying out of so gigantic an enterprise as a consolidation of this kind would mean.

In the opinion of your Committee, any relief in the near future must come from the ability of local organizations to regulate the character of business done in their respective territories. From the report made by the Chairman of the Committee on Relations with Local Associations, City and Inter-State, it would seem that the drug trade are fully alive to the advantages of local organization, and one of the most profitable subjects that can engage the attention of these organizations is one, not of trade expansion, but of more adequate returns from business now in hand. This can be accomplished in two ways.

First: By the reapportionment and readjustment of traveling service now employed. If interested houses could but agree and act as a harmonious whole on this question, they could in some sections cut down the number of their traveling force one-half, without sacrificing one dollar in the volume of their sales. Five traveling men, representing as many different houses in one small country village, supporting not more than two drug stores, is a duplication of service alike both expensive and non-productive.

Second: If local organizations will then go one step further, and by a species of consolidation participated in by all, eliminate from their district some of the weaker and less profitable houses by purchase and subsequent division of stock, or otherwise, they will have accomplished about as much as is practicable at this time.

The question of consolidation in overburdened territory is, by a process of evolution and survival of the fittest, slowly but surely being solved, but this method is distressingly slow, and many of us will be out of the drug business long before we will receive any benefit by this procedure. Intelligent and concentrated effort on the part of those interested *might* hasten the process, and thereby enable the survivors to participate in the benefits derived before reaching old age or dying in the harness.

Your Committee would therefore suggest that this Association recommend to the several local organizations that they undertake an intelligent study of the situation, having in view:

First: A horizontal reduction in their force of traveling salesmen, to an extent that will bring them in personal contact with their trade not oftener than once every thirty days.

Second: That where possible the number of houses in a territory be reduced either by the consolidation of one or more of the existing houses, or by purchase outright, by the members of the local associations acting together, of such houses the principals of which are inclined to retire from business.

CREDIT INSURANCE.

In acting on the report of the Committee on Credits and Collections, at the Old Point Comfort meeting, the following recommendation was made by the Board of Control:

"We commend the suggestion of the Committee that those of our members who are experimenting with credit liability insurance report the result to this Committee from year to year until we can form an adequate idea of its value."

Accordingly, your Committee, in a circular addressed to the members of the Association a few weeks ago, endeavored to collect further information on this comparatively new branch of insurance.

Of seventy members who replied to the various inquiries in detail, twenty are carrying credit insurance. This would indicate that the practice is somewhat on the increase, inasmuch as nineteen out of ninety-one were insurers in 1901, and twenty-three out of one hundred and fourteen in 1900.

Of the twenty who are at the present time carrying insurance, fifteen are not satisfied in their own minds that this class of insurance has passed its experimental stage. The remaining five seem to be of the opinion that such a policy possesses some value.

But little information is obtainable regarding the benefits derived to the insured, as out of twenty-five who have in the past or are now carrying insurance, sixteen report that they have not had any settlement with their companies, either by reason that they did not suffer an excessive loss, or that they had so recently insured that a settlement was not yet due. And of those who have had settlements but five report results satisfactory. Three, on the contrary, were not satisfied and discontinued their policies.

The American Credit Indemnity Co., of New York City, seems to be writing most of the policies, although a few are written by the Ocean Accident & Guarantee Co., of London, and the Credit Indemnity Co., of St. Louis.

Judging from the replies received during an investigation covering a period of the past three years, your Committee are of the opinion that the wholesale drug trade, as a body, do not for various reasons favor credit liability insurance, although undoubtedly much depends upon the character of the contract between the insurer and insured. As pertaining to this subject, your Committee have no further recommendations to offer.

UNIFORM INQUIRY AND PROPERTY STATEMENT BLANKS.

The following resolution was adopted upon report of the Board of Control at the Old Point Comfort meeting:

"Resolved, That the suggestion offered by the Committee on Credits and Collections, recommending the use of uniform inquiry and property statement blanks, be adopted."

In line with this resolution your Committee have had prepared for distribution at this meeting sample copies of inquiry and property statement blanks, the forms for which were submitted at the time of the last report. These can now be obtained at the Secretary's desk. Blanks in quantity can be purchased from Wm. H. Pendergast, No. 20 Nassau street, New York City,

Secretary of the National Creditmen's Association, at prices as per schedule on the reverse side of the blanks.

DISCONTINUING THE GIVING OF RECEIPTS.

The National Creditmen's Association, at their meeting held in Louisville, Ky., June 10th to 12th, considered the following resolution:

"Resolved, That the National Association of Creditmen, in convention assembled, indorse the practice of discontinuing the sending of receipts in all forms of remittance upon which the indorsement of the receiver will be a legal receipt."

Some months prior to the meeting referred to, the Denver Creditmen's Association took up and discussed the question of the discontinuance of the sending out of receipts in acknowledgment of remittances by bank check or draft. After some discussion the plan was adopted by the leading mercantile houses of the city, and after a trial extending over a period of five months has been found to be in every way satisfactory. Favorable local experience suggested the presentation of the subject to the members of this Association, giving rise to the following inquiry in circular letter sent out by this Committee several weeks ago, which inquiry was as follows:

"The tendency of modern times is to eliminate all useless detail from office and house routine. It is generally conceded by the modern office that the giving and receiving of receipts covering remittances by bank check or draft is a useless and expensive detail, which could be well eliminated from office routine work.

"With this end in view, will you not agree to be a party to the adoption of a uniform method of notifying your customers and those to whom you are in turn sending remittances that in the one case a receipt, when remittance consists of bank check or draft, will not be tendered, and in the other case receipts are not expected?"

From replies received to this inquiry, the prevailing opinion seems to be decidedly in favor of the discontinuance of this custom. Your committee finds that a number of houses have already adopted the plan, and with few exceptions the balance are very willing to do so.

A few expressed the opinion that it would cause more or less friction with their customers, but so far as the Committee are advised, this, in practice, does not appear to be the case wherever it has been tried and tested. Certain it is that the aggregate time consumed in sending receipts and in receiving and opening receipts from other houses is a very considerable item, and the aggregate expense is likewise of large amount, and to those of us who still pursue the old-fashioned method of keeping in close touch with all departments by opening and distributing our own mail, the amount of inert material of this kind which daily comes to our desks is both time-consuming and annoying.

A number of forms of notice for inclosure with monthly statements have been submitted to the Committee for their inspection, and of this number the following seems to be the most concise, and to fully cover the ground.

"No receipts for remittances by check or bank draft will be sent by us after ———, except upon request. Checks and drafts bearing our indorsement are legal receipts.

"Vouchers, currency, stamps and special forms with remittances will be interpreted as a request for a receipt.

"We adopt this plan following a fast growing custom with business houses. We hope, therefore, our action will be approved by you."

The Committee would also recommend that all remittance sheets accompanying outgoing remittances be stamped in effect, as follows:

"If the inclosed remittance agrees with your books no receipt is necessary."

Should this plan be generally adopted, wholesale houses will

notice a very material saving in time taken to handle their mails, and a further considerable saving in time, stationery and postage in the giving and mailing of receipts.

COLLEGES OF PHARMACY.

Your Committee started out, as you will recall, several years ago to establish, if possible, in our various colleges of pharmacy a compulsory course of commercial instruction, so far as would be of benefit to the graduate of pharmacy, and our report this year would therefore hardly be complete without a statement of the progress made in this direction up to this time.

The Philadelphia College of Pharmacy, which has led in this work from the beginning, is very enthusiastic over the results accomplished, and I am sure you will be interested in the following from Prof. Remington, whose efforts to establish a higher grade of commercial work among pharmacists is deserving of the unanimous thanks of this Association.

Prof. Remington writes as follows:

"In reply to your letter of August 22d, I desire to say that a course of commercial training extending from October 9th, 1901, to March 12th, 1902, was established at the Philadelphia College of Pharmacy. The course embraces instruction, not only adapted to the present requirements of the drug business, but lectures are given weekly in commercial law, business forms, the drawing of leases, deeds, etc.; also promissory notes, bills of lading, receipts, checks and all important business documents, minor business forms, including uniform and proper methods of writing orders to wholesale druggists for goods, extending even to the proper folding of business letters and addressing envelopes. The card index system of recording the location of stock, keeping of petty accounts, illustrated by many forms and styles of card indexes, was fully explained.

"I have merely given you a rough sketch of the scope of this

instruction. The Board of Trustees and the students taking this instruction passed a unanimous vote of thanks to the instructors, and the former have arranged for continuing the course in the future, and have assigned time for it in the regular roster. The instruction continues to be free to the students of the college, and they are required to pass an examination on the subject before their degrees are granted, and this examination is compulsory now and hereafter.

"The results, I need hardly tell you, are most gratifying, and I desire to express my thanks to you and the National Wholesale Druggists' Association for your co-operation and encouragement. It has been a great help to us, and I sincerely trust that you will continue your encouragement until it will hereafter be the rule among our colleges of pharmacy to require its graduates to have at least as much instruction in proper business forms as can be given in an institution of this character. It will not be many years before the results of this work will be shown in a practical way, and you will have respect for the business ability of the college graduate. His scientific training has not been displaced, nor is it the intention to supplant any important study. The course in commercial training is simply added to the curriculum and extra time assigned to it. Very respectfully yours,

"JOSEPH P. REMINGTON, *Dean.*"

Prof. Beal, of Scio College, Scio, Ohio, last year stated that the board of trustees of that institution had in contemplation a course of instruction in commercial training, the question having been presented and urged by this Committee last year and the year previous. It is our pleasure to now report that Prof. Beal, under date of August 29th, writes as follows:

"In reply to your favor of the 22d, will say that we have prepared an elaborate course of instruction in commercial training, which will be hereafter obligatory and a part of our curriculum. A graduate of this school who is a highly successful pharma-

cist has been elected to the chair. Some time during the year we shall issue a special bulletin describing that portion of the work, a copy of which I will be glad to send you. Yours truly,

"J. H. BEAL."

Prof. Rusby, of the New York College of Pharmacy, writes under date of September 18th, 1902:

"I have to say that since the first year of the inauguration of our commercial course is quite experimental, it does not seem advisable to more than report progress at the present time. We hope to continue and improve the work."

Prof. Curry, dean of the Louisville College of Pharmacy, states:

"While our college has not yet formally instituted such a course as part of the curriculum, yet we have had several series of lectures during the college term on the principles of commerce, including 'Bookkeeping, Banking and Credits, Economy in Business (wholesale buying, etc.).' Students are seldom absent without good cause from these lectures, and I may therefore say they have been a success."

Really, the most satisfactory indorsement of the result of commercial work urged by this Committee comes from two students who have received the benefit of this class of instruction established by the Maryland College of Pharmacy, two years ago, when the Committee first commenced the agitation of the question.

Prof. Hynson precludes his letter by stating that "it (referring to commercial training) is a very popular part of our instruction. From letters received from graduates who have gone out in business, we are led to believe they have found the instruction given in this department eminently useful. As a sample of these reports, I quote from one as follows:

"It gives me great pleasure to thank you for the course you gave me in bookkeeping, etc. It has benefited me very much—so much, indeed, that I do not see how I could have done with-

out it. I have had charge of a drug store ever since I arrived in Charlotte. The man for whom I work is gradually dying with consumption, and has left his business entirely with me. Without the training I received from the dear old M. C. P., I would have been unable to attend to same.'

"Another writes:

" 'I am now located; have a very fine position, and have needed everything you taught me in your course. I think it is a grand thing for the old M. C. P. to give this particular instruction.' "

These indorsements are certainly of the most gratifying character, and demonstrate the wisdom on the part of our colleges of pharmacy in introducing and fostering this innovation.

Heretofore the University of Wisconsin has been very conservative in dealing with the commercial course as a part of the requirements of their school of pharmacy, and have not until this time been inclined to give your Committee very much encouragement. Under recent date, Prof. Kremers, dean of the school, writes that since the school of commerce was established in the university proper more special commercial courses are now being adopted, and soon, probably, attendance would be required upon one of the courses, which are now optional.

Prof. Day, of the Chicago College of Pharmacy, also states that while they have lectures covering some of the topics under discussion, attendance at same is optional.

Both the Atlanta College of Pharmacy and the St. Louis College of Pharmacy are giving the matter a great deal of thought and attention, and have in contemplation such a course as a part of their requirements.

It is the opinion of your Committee that this work should be continued until our leading colleges of pharmacy, like New York, Wisconsin, Chicago, St. Louis, Louisville, Atlanta and others, are fully and completely committed to this course of training as a requirement for graduation, and your Committee would recom-

mend such action on the part of the incoming Committee on Credits and Collections.

Appreciative of the interest shown in this work by Prof. Joseph P. Remington, of the Philadelphia College of Pharmacy, your Committee suggests the following:

"Resolved, That the thanks of this Association are due to Prof. Joseph P. Remington for his efforts in behalf of commercial education in colleges of pharmacy as a requirement for graduation."

UNIFORM TERMS AND DISCOUNTS.

Notwithstanding your Committee has spent much time and labor in an endeavor to bring about by unanimous consent and action a system of uniform terms and discounts, they are obliged to report that nothing in the shape of practical results has thus far been accomplished.

There is no question but what a great majority of the wholesale drug trade are in sympathy with this movement. Not only is this true in the East and in central territory, but it is equally true as applied to trade in Southern and Western States. The attitude of a very few houses, however, is such that your Committee could not wisely recommend to this Association the adoption of thirty days and one per cent. as a National Association measure.

As expressed in previous reports, however, there are sections of the country where prevailing terms are at variance with the above; sections covered by local associations that might take independent action to this end. Your Committee are inclined to believe that this could be accomplished in some sections of the South, inasmuch as the majority of the distributors in that territory are earnestly and enthusiastically in favor of adopting some measure that will relieve them from the burden entailed by their present system of long time and discounts.

In the Southern territory, including Virginia and all States

south of the Ohio River and east of the Mississippi River, also Arkansas, Louisiana and Texas in the West, there are one hundred and twenty-three distributers of patent medicines. Of this number forty-nine are members of the National Association. From this territory your Committee are in receipt of seventy-one replies to their circular letter, thirty-eight being from non-members and thirty-three from members, leaving only sixteen to be heard from. As a number of these are already on record as favoring such a change, from canvass previously made, this would leave the balance yet to hear from comparatively small.

The wholesalers in the South favoring a change of present terms include, with one or two exceptions, all the largest distributers in that territory. So far as your Committee are advised there are but eight houses out of the seventy-one heard from who do not favor a modification of present time and discount. This is a remarkable change in two years, for in 1900, when a similar canvass was made, out of fifteen replies received from the same territory, seven of the fifteen opposed any change. Of the eight above referred to, four are non-members of the Association and four are members; three only of the eight do a strictly wholesale business, the others being classed as selling at wholesale and retail, or as retailers with limited outlets as wholesalers. In these instances objections were in the main based upon the theory that competition would not admit of any change. It would therefore appear that if the Southern and the South Atlantic Drug Clubs would actively and aggressively undertake to get their members into line, they could bring about a very material betterment of credit conditions in their respective territories. If they could not, by reason of long established custom, change their discount from the prevailing 2 per cent. to 1 per cent., as contemplated, they might be able, as intimated in some of the correspondence received, to work a reform in reducing the time from a period indefinite in character to thirty days and charge interest for extended time.

In connection with this reform, quotations from a few letters from Southern dealers may be of interest to the members of this Association. One of the prominent jobbers in Texas writes as follows:

"We inclose you herewith card with our signature. We are in favor of making thirty days' time and 1 per cent. cash in ten days. A great many of the goods we buy are invoiced at net cash, no discount, others 1 per cent., and the cash discount we are now giving is too large, under existing circumstances. We hope that all of the Texas druggists will take the same view of the matter."

Another jobber from Virginia writes:

"We have to say that we would gladly adopt your plan of thirty days, or 1 per cent. in ten, if others in this territory would do the same. This is a good plan, and one which we have wanted for a long time, and we hope it will be adopted."

An exclusively wholesale drug house, and a member of this Association, from Alabama, writes:

"We would like to see terms of thirty days established, with the unanimous co-operation of all distributors, and would pledge ourselves accordingly."

Another exclusive wholesale druggist from Arkansas writes:

"In reply to your circular letter of August 23d, I wish to state that I am in favor of the adoption of thirty days net, or 1 per cent. cash inside of ten days. I hope you will meet with success. I believe this will be an excellent move, for it was 1 1-2 per cent. cash discount here, but it has gotten down to 2 per cent. for cash inside of ten days."

The following is from a prominent wholesale drug house in Tennessee:

"We are heartily in favor of the adoption of thirty days net, or 1 per cent. for cash in ten days, and earnestly hope that at the

next meeting of the Wholesale Druggists' Association it will be adopted as one of the rules and regulations of conducting the wholesale drug business. So far as I am personally concerned, it has been my opinion for several years, and I think now is the time to make the above change."

Another prominent wholesaler in Kentucky offers the following:

"In reply to yours of the 7th, my opinion as to uniform terms and discounts is the same as it always has been. I believe it would be of infinite value to the business if it could be established, and I believe it could be easily maintained."

From another exclusive wholesale drug house in Alabama the following was received:

"Your circular letter of the 28th came duly to hand, and in reply we beg to advise that we are heartily in favor of the adoption of the thirty-day terms on drugs and proprietary articles."

We have selected these letters from many received as coming from representative houses in widely distributed localities in this territory, and it certainly seems that the time is not far distant when our Southern friends will be able to act as a harmonious whole in securing for themselves a betterment of credit conditions.

The East has long stood for short time and small discounts. The practice of longer time and greater discounts is not the rule until after we get west of the Alleghany Mountains, and even in this territory and as far west as the Pacific slope there is but very little difference of opinion on this subject. In the States east of the Mississippi River and north of the Ohio River, including Delaware and West Virginia, there are a total of two hundred and eighteen distributors of drugs and patent medicines. Of this number only eighty-two are members of the Association. With but few exceptions there is no opposition from the Atlantic Coast to the Rocky Mountains. Of the total (one hundred

and forty-seven) replies received there are but four distributors who are at variance on this question, and one of the four is a retailer.

It is possible, and your Committee think quite probable, that within a comparatively short period of time such unanimity can be secured as will enable the jobbers both East and West to adopt uniform terms.

In the territory west of the Mississippi River, but not including Pacific Coast States, there are a total of fifty-nine distributors, of whom thirty are members of the Association and twenty-nine are non-members. Of the fifty-nine your Committee are in receipt of replies from forty, and of the forty there is only one that offers any opposition to the terms as proposed by the Committee.

The recognized terms on the Pacific slope have for many years been 2 per cent. ten days, net sixty days. During the past year, however, they have reduced their cash discount to 1 1-2 per cent., conforming to the prevailing discounts allowed in contiguous territory to the East.

Notwithstanding this recent change, ten of the thirteen heard from favor further modification to terms recommended by your Committee. In the Pacific Coast section there are seventeen distributors, nine members of the Association and eight non-members.

Your committee beg to submit the following:

"Inasmuch as there now exists an almost unanimous opinion favoring the idea of shorter time and smaller discounts, irrespective of geographical locality,

"Be it resolved, That the incoming Committee on Credits and Collections be instructed and are hereby instructed to continue their efforts to bring about by unanimous consent the adoption of terms uniform in time and discount."

In conclusion, your Committee desire to thank the members of

this Association for the support and encouragement which has been extended to them during the year which has passed and for the interest they have shown in the work of the Committee, as evidenced by the promptness and the unusual number of replies received. Very respectfully submitted,

W. A. HOVER, *Chairman*.

MR. MACK, of San Francisco: Is it proper at this time to make any comment upon that report?

PRESIDENT WALDING: It is referred to the Board of Control.

MR. MACK: I didn't want to discuss it in any way, except to make a request in connection with it—the first section of it; but if it is not proper to do so at this time, I will let it go until later, after the report of the Board of Control.

On motion, duly seconded, the convention adjourned to meet again tomorrow, Wednesday morning, at 10 o'clock.

THIRD SESSION.

WEDNESDAY MORNING, OCTOBER 8.

PRESIDENT WALDING: The convention will come to order. We will listen to the minutes of the last meeting.

Secretary Toms read the minutes of the last meeting, which were approved.

PRESIDENT WALDING: We have received some telegrams of greetings.

Secretary Toms read the telegrams.

TELEGRAMS OF GREETINGS.

ST. PAUL, MINN., October 7, 1902.

President National Wholesale Druggists' Association, Del Monte, Cal.—Sorry we can not be with you. Our best wishes for the Association and for success of the convention.

NOYES BROS. & CUTLER.

PHILADELPHIA, PA., October 8.

W. J. Walding, Hotel Del Monte—Please present on my behalf to those attending the twenty-eighth annual meeting most hearty and courteous greetings and also my sincere regret that I am unable to be with you.

C. F. SHOEMAKER.

PRESIDENT WALDING: The Local Committee requests me to announce that we will start from here on the drive to Cypress Point at half-past two o'clock sharp.

We have with us Mr. E. L. Baldwin and Mr. S. A. McDonnell, prominent retail druggists of San Francisco, from whom we will hear, if there is no objection. They have papers that they would like to present to the Association.

MR. BALDWIN: Mr. Chairman and Gentlemen—I have a paper that I would like to read in person. It does not amount to much. It simply covers what has been covered many times. Some say it is not practicable, but I believe, if it is carried out, there are some points that are practicable.

Mr. Baldwin read his paper, which was, on motion of Mr. Hubbard, referred to the Committee on Proprietary Goods.

PAPER OF E. L. BALDWIN, PRESIDENT FERRY DRUG CO.*Wholesale Druggists' Association of the United States:*

Gentlemen—I would like to express my personal views to you on the cut-rate problem as it appears to a retail druggist.

The retail druggists of the United States were the first branch of the drug business to feel the evil effects of the cut rates on proprietary remedies. This evil kept going from bad to worse until it became a serious matter to the average retail druggist. They were compelled to manufacture their own preparations and sell them against proprietary remedies.

The next to suffer was the proprietary manufacturer, and I believe that it has come to such a pass that if ways and means are not soon devised to restore the selling prices of proprietary medicines, it will be almost impossible for manufacturers to spend money enough in advertising to sell their goods. The proprietary manufacturers are losing millions of dollars today that they are justly entitled to, because such ruinous prices have been established on their goods that druggists are compelled either to retire from business or sell other goods in their stead that they can make a profit on.

The aggressive cutter, having injured many of the retail druggists using proprietary remedies only to further his own ends, now turns to the wholesale druggists of the United States and encroaches upon their legitimate field. I will quote the language used in a recent advertisement by one of the aggressive cutters: "Wholesalers do not like our method of doing business; we do not care whether they like it or not; we are going to sell drug-store goods at any price we see fit." These same aggressive cutters are now going to the retail druggists, whom they have hurt, and are offering to sell them goods cheaper than they can buy of the jobber, and they say, "Do not let sentiment stand in the way when it affects your profit." I believe that the time has arrived when the retail druggists of the United States will

have to stand either with the jobbers or with the aggressive cutters. I wish to cast my lot with the wholesale druggists, and I am glad to say that this is the sentiment of the San Francisco Drug Exchange, which represents many of the leading pharmacists of San Francisco. I believe that I have stated the case fairly, but do not presume to be wise enough to solve the cut-rate problem, when the wisest minds in your Association and in ours have not been able to stop cutting. I believe, however, I can devise a plan that will stop cutting in San Francisco and largely increase the sale of proprietary remedies.

In the first place, I believe that all proprietary remedies should be shipped through the wholesale druggists, thus making the quantity price the same to all dealers. This gives us our starting point. I would then approach the manufacturers of proprietary remedies and, to increase the sale of their goods in San Francisco, make the following proposition: That they give us a special rebate or extra goods to enable our members to sell at the present cut rates and still make a small profit, in return for which the San Francisco Drug Exchange, representing at least 50 per cent. of the retail druggists of said city, agree to push the sale, and in no case substitute when an article is called for. Each member depositing \$50 in cash, to be forfeited in case of violation of any contract he may sign. This mode of restoring prices will not cost the proprietary manufacturer one cent, as the increased sale of the remedies will amount to a great deal more than the small bonus he gives the Exchange. In this way all retailers of the Exchange can sell at the present ruinous prices and make a profit, and the aggressive cutters will soon be willing to sign a scale; just as soon as prices are raised, all rebates will cease. The manufacturer will say, "But the goods will go out of the hands of your members and into the hands of the aggressive cutters." In reply, will say that we will have a cash deposit and will also expel any of our members who violate their signed agreement. I wish to say, gentlemen, that this plan is practically

in operation in San Francisco today, and the manufacturers who have availed themselves of this opportunity of advertising their goods are heartily pleased with the working of the plan. The retailer can always be relied upon to sell goods that are asked for, when he can do so at a profit, and the plan will soon re-establish the friendly relations that existed between the manufacturer and the retailer. The plan I have given is only in the rough, but the contract can be drawn binding enough to protect all concerned.

In speaking from the standpoint of a manufacturer, as well as a retail druggist, I am anxious to bring about friendly relations between all parties concerned. The cut-rate problem has passed beyond the retailer and it is now up to you gentlemen, and I hope for your hearty co-operation. Respectfully submitted,

EDWARD L. BALDWIN,
President Ferry Drug Company, San Francisco.

PRESIDENT WALDING: We have a communication from the Proprietary Association, which the Secretary will read.

Secretary Toms read the communication as follows:

**LETTER FROM THE PROPRIETARY ASSOCIATION OF
AMERICA REGARDING "MALTED MILK."**

NEW YORK, July 25, 1902.

Mr. Joseph E. Toms, Secretary National Wholesale Druggists' Association:

Dear Sir—At the last annual meeting of The Proprietary Association, held in New York, May 7-9, the following resolution was submitted to the Association by the Executive Committee and unanimously adopted:

"Resolved, That in connection with the report of the Committee on Infringements and Simulations of Trade-Marks, especially in reference to the infringement and simulation of the Horlick

Food Company, the Executive Committee indorses the recommendation of our Committee asking the National Wholesale Druggists' Association to take such action as would insure to the Horlick Food Company the proper recognition of their rights by refusing to handle the imitation article."

When this resolution was presented Mr. M. N. Kline, Philadelphia, moved that the words "and the National Association of Retail Druggists" be added to it. This amendment was adopted.

Will you kindly acknowledge receipt of this letter and present the resolution to your Association in due course?

Yours very truly,

JOSEPH LEEMING, *Secretary*.

MR. KLINE: Mr. Chairman, when this resolution was adopted by the Proprietary Association of America I was present at the meeting and made some remarks on the subject, which may not be entirely out of place here. Some years ago this organization had a committee of three, which acted with a like committee from the Proprietary Association and a like committee from the then National Retail Druggists' Association, upon questions such as this. When articles were attempted to be foisted upon the market in imitation of or as a substitute for something else, pending the adjudication by the courts of the question whether they had a legal right to be marketed at all—which we all understand is a slow process—this joint committee was supposed to act upon these questions, and the result of their deliberations was to be communicated to the individual members of the various associations, especially the wholesalers and retailers, and the members were asked to refuse to handle an article which such committee declared was an infringement upon the legal rights, or at least the equitable rights, of some other proprietor. Those committees have not of recent

years been appointed, and nothing has come up before us calling for any action until this question, which is presented by the Horlick's Food Company. You are all aware, of course, what the situation is. The words "Malted Milk," while they can not be used as a trademark, as I understand it—at least, that has been the decision of the courts, so far as it has gone—have acquired their value by reason of the efforts of the Horlick's Food Company. They are suddenly confronted with the preparation of another concern which attempted to foist its article upon the market under the name of "Meadows' Malted Milk." There is no similarity in the appearance of the package, but I can hardly understand why they would adopt the words "Malted Milk" for their preparation, unless it is for the reason that they will find it easier to market, without very much advertising, probably, with such dealers as are willing to connive with them in doing an injustice to the Horlicks, an article under the name of "Malted Milk," than to market an article under any other name. It seems to me that this is a case in which our organization should coöperate with the Proprietary Association and with the Retailers' Association in frowning down, as my old friend Daniel Myers used to say in olden times, any such effort as that. We all admit that these people, who have spent their time and their efforts in creating a market, are entitled to it and ought to have it. While I personally might prefer that Horlick's Malted Milk should not sell at all, my sense of justice impels me to suggest that this organization place itself on record as being willing to coöperate with our sister organizations in an effort to express ourselves emphatically, if it is found, upon due deliberation, advisable to do so, in the direction of discouraging and not having anything whatever to do with this article under its present name and

under the present plan by which they are attempting to introduce it. The only way to properly reach it would be, I presume, to ask for the appointment of a committee of three to coöperate with a similar committee from each of the other two organizations, to thoroughly investigate the subject, and then to make a report to the various organizations. I therefore move you that we appoint a committee of three from our organization, to act with a similar committee from the Proprietary Association and one from the National Association of Retail Druggists, to take this question under consideration and report to our members their findings.

MR. MAIN: Mr. Chairman, wouldn't it be better to have this communication referred to the Proprietary Committee, and let them bring in such a resolution as they may see fit in regard to it? It seems to me that would be the proper mode of disposing of it.

MR. KLINE: I am quite willing that the communication be referred to the Proprietary Committee, with a request that they report to this convention before its close. (Carried.)

PRESIDENT WALDING: The next order of business will be the report of the Committee on Drug Market, George R. Hillier, Chairman.

MR. HALL: As that is quite a long report, usually, I would move that it be read by title. (Carried.)

The Secretary read by title the report of the Committee on Drug Market, which was referred to the Board of Control.

REPORT OF COMMITTEE ON DRUG MARKET.

In preparing this report of the drug market, we have endeavored to record the important features of the principal articles and to follow their fluctuations through the year from October 1, 1901, to October 1, 1902. We have prepared statistics, bearing on certain lines, and have included the same in this report, believing that, while figures may be of comparatively little value in forecasting the future action of the market, they are, nevertheless, of considerable interest for purposes of comparison.

There have been remarkable variations in the prices asked for some articles, the fluctuations in many cases being almost without precedent. In a number of the leading lines where the range of values during the year has been particularly wide, we have prepared tables showing the highest and lowest prices quoted during the year.

ACETANILID.—Prices for this article have fluctuated very little. During a greater part of the year the quotation of 19 cents was to a great extent nominal, owing to competition, but the market strengthened in April and advanced to from 20 to 21 cents, which quotation is still current.

ACIDS.—Carbolic, citric, benzoic and salicylic acids have been in more or less downward tendency throughout the year, owing to competition. In the case of carbolic acid, prices have declined from 23 cents to 14 1-2 cents for crystals in large drums. At present, prices for both domestic and Sicilian citric acid are 3 cents lower than they were last fall. Current quotations are 33 cents for domestic and 32 1-2 cents for Sicilian in barrels. Benzoic acid from toluol has fallen off from 40 to 32 cents, and salicylic acid has dropped from 39 1-2 cents to 34 cents.

ALCOHOL.—Wood alcohol has advanced 5 cents during the year, the present quotation being 65 to 70 cents, but in prices for grain alcohol there has been considerable fluctuation from one cause

or another. From \$2.51 quoted in October of last year, the price went to \$2.55 in a series of advances, owing to increased cost of production, due to the high market for corn. Subsequently the market fell off to from \$2.41 to \$2.51, owing to keen competition in the West. Latterly, however, there seems to be a somewhat better feeling and an inside quotation is \$2.47. There has been a very good demand for both kinds throughout the year.

CAFFEINE.—This is another article on which prices have been cut. Since last fall there has been a drop of an even dollar in quotations, the present figure being \$3.25. The decline is due more to competition between producers than to any other cause.

COCAINE, MURIATE.—There has been an almost steady decline in prices for cocaine during the year. Last fall the quotation for bulk was \$5.40, and today it is nominally \$3.50. There has been no decline in the cost of raw material which would warrant any such falling off, and the lower prices and unsettled condition of the market can only be ascribed to competition.

OPIUM.—The opium market has presented a number of interesting features during the year, chief among them being the large crop, the out-turn being estimated at upwards of 10,000 chests. Notwithstanding this large yield and the quantity carried over from last season, Turkish dealers have been very firm in their views, and their attitude has given this market almost the only strength it possesses, and that has been very little until recently. The case price declined from \$3.15, quoted last October, to \$2.70, and it is only within a very few weeks that the market has advanced to \$2.75. Demand throughout the year has been very dull, and the instances are comparatively few when more than one or two cases have been involved in any single transaction. There has, however, been some very good business in Smyrna and Constantinople, and at this time these markets are in very good shape. Recent advices by cable from Smyrna state that the autumn sowings are prevented by drought. It may be of interest

for readers to follow the course of this market, and therefore the following table is printed, showing the highest and lowest prices quoted since October, 1898:

	—1898-99—		—1899-00—	
	High.	Low.	High.	Low.
October	\$3.60	\$3.50	\$3.15	\$3.10
November	3.55	3.52½	3.10	3.07½
December	3.50	3.27½	3.12½	3.12½
January	3.37½	3.25	3.20	3.15
February	3.20	3.10	3.10	3.05
March	3.05	2.95	3.15	3.00
April	3.10	2.92½	3.25	3.20
May	2.97½	2.80	3.15	3.12
June	2.87½	2.85	3.12½	3.10
July	3.20	3.10	3.45	3.07
August	3.15	3.00	3.35	3.30
September	3.20	3.17½	3.27½	3.20

	—1900-01—		—1901-02—	
	High.	Low.	High.	Low.
October	\$3.25	\$3.20	\$3.15	\$3.12½
November	3.40	3.27	3.10	3.00
December	3.45	3.45	3.05	3.00
January	3.45	3.40	3.05	3.00
February	3.40	3.40	3.05	2.95
March	3.35	3.22½	2.95	2.92½
April	3.35	3.17½	2.90	2.85
May	3.32	3.20	2.85	2.80
June	3.20	3.20	2.85	2.80
July	3.25	3.22½	2.80	2.72½
August	3.22½	3.17	2.72½	2.70
September	3.15	3.15	2.75	2.70

QUININE.—Makers quoted as low as 20 cents for quinine this year, and the market has only recently recovered from a series of depressing influences, chief among them the lack of demand, which caused stocks to accumulate in the hands of makers, the falling off being estimated to have been at least 50 per cent. Then, too, every Amsterdam bark sale but two has gone off at a decline, the London bark sales have gone off at irregular averages, as have also the Batavia auctions of Java quinine. One of the best indications of a decreased consumption is a falling off in the imports of bark and quinine and salts. The following table of Government figures for the fiscal years mentioned furnishes matter for comparison:

Year.	Bark. Pounds.	Quinine and Salts. Ounces.
1892.....	3,434,875	2,853,871
1893.....	2,379,395	3,442,907
1894.....	2,497,439'	2,485,490
1895.....	2,018,421	2,153,843
1896.....	2,598,679	3,166,530
1897.....	2,696,366	4,364,823
1898.....	3,512,449	3,893,541
1899.....	3,480,277	4,092,540
1900.....	4,448,420	3,369,725
1901.....	4,858,904	3,660,022
1902.....	3,725,303	2,886,265

It is only within the last month that the demand has picked up, and during that time makers have advanced their prices to 26 cents, this figure being a net decline of 2 cents for the year.

The American makers appear to be more than holding their own against foreign competition, and during the year domestic and foreign brands have been quoted practically upon the same

basis in all the ups and downs of the market. Java quinine, which seems to be growing in favor, closes at 25 cents.

MORPHINE.—Last November manufacturers of morphine reached an agreement, and out of a chaos of price-cutting, so to speak, came an understanding. The price of bulk was advanced from \$1.70 to \$1.90, which figure is still current. Relative prices of opium may be found by consulting the table printed above.

CODEINE.—This article has had some remarkable fluctuations during the year, due to keen competition between makers. Starting last fall at \$4.20, the price was cut to \$3.60 and subsequently advanced to \$4, and an agreement was made to maintain prices. Later it was claimed that one maker was cutting prices, and in March the market declined to \$3.60 to \$4, the Germans holding the old price. Subsequent declines brought the price down to \$3.20, which held until August, when another understanding was reached and the market advanced to \$3.50. There was comparatively little demand after the advance, it having developed that consumers had stocked up at the low prices, and it is only within the past few weeks that business has begun to pick up.

MENTHOL.—This has been an extremely interesting market all through the year and the range of prices has been very wide. The present quotation is \$6, a figure that has been reached but once in ten years, as will be seen by the following table:

Year.	High.	Low.	Year.	High.	Low.
1901.....	\$4.75	\$3.50	1896.....	\$4.20	\$2.50
1900.....	3.90	2.35	1895.....	4.75	4.00
1899.....	3.00	2.10	1894.....	6.00	4.50
1898.....	2.30	2.00	1893.....	4.75	3.25
1897.....	2.60	1.85	1892.....	4.00	2.25

The article has been scarce in all markets of the world for a number of months, and Japanese dealers have been buying in

London and Hamburg to tide them over until the new crop comes in. The crop is said to be of good size, but no offers of shipment before October-November have been made. Definite information regarding the crop has not yet been received here, but is awaited with interest. At present, the light available stock is held in a few strong hands, and the market is hardly likely to decline before the new goods are offered.

COCOA BUTTER.—Prices for this article have changed up and down during the year, the fluctuations being governed, as usual, by the consumption and the results of the monthly sales at London and Amsterdam. The average prices paid at the sales this year were below those of last year and the amounts offered for sale were heavier. At the present time the price is 30 cents as against 35 1-2 cents last fall. The price of cakes has declined from 40 to 35 cents.

COD LIVER OIL.—Generally speaking, the market for cod liver oil has held firm all through the year, and present prices show a decided advance over those of last October, being \$38 against \$21.50. The present cost to import is \$39. The crop this year was a poor one, due in part to the lean condition of the fish, and there is understood to be a short interest in this market which has been instrumental in keeping prices down. The following figures show the crop in hectoliters and the imports to the United States in barrels:

Year.	Crop.	Imports.
1898.....	18,500	7,200
1899.....	24,100	8,750
1900.....	21,200	9,000
1901.....	22,800	7,524
1902.....	20,000

ERGOT.—Russian ergot was quoted at 41 cents and Spanish at 42 cents last October, and these prices held fairly steady through-

out the year until very recently, when the market weakened on account of reports of heavy crops of both kinds, and a very slow demand. The closing quotation is 32 cents for Russian and 34 for Spanish.

GUARANA.—This article has not moved with any great degree of freedom during the year, but the market is firm owing to the fact that stocks have been reduced by what demand there is, and little is coming forward from primary sources. Since last fall prices have advanced from 62 1-2 to 70 cents.

JAPAN WAX.—A month or so ago holders in some instances were getting 11 to 12 cents for goods on the spot and 10 1-2 cents for forward delivery. This was owing to extreme scarcity in all markets and an active speculative demand. This latter has quieted down considerably of late and a few lots have arrived from Japan, with the effect of easing the market slightly. The price last October was 7 1-2 cents and at present is 10 1-2 cents.

LYCOPodium.—The new Russian crop is said to be very short and is held at high prices. Demand has at no time been very active. Quotations for unlabeled have advanced during the year from 52 to 53 1-2 cents.

MANNA.—A steady demand reduced stocks of both large and small flake manna, and in consequence, the market has been very firm. In the case of large flake, there has been more or less fluctuation, but prices show a net decline of 10 cents during the year, the closing quotation being 70 cents. With small flake, however, exactly the opposite is the case. Prices advanced from 30 to 70 cents, but subsequently declined to 65 cents on the approach of the new crop, which is reported to be a good one.

NAPHTHALINE.—Flakes have declined from 2 5-8 to 2 1-4 cents, and balls from 2 3-4 to 2 1-4 cents. Further than this, there has been nothing in the situation to warrant special comment.

NITRATE OF SILVER.—There have been successive declines from 39 1-2 to 35 cents, owing to the decreased cost of the crude material.

SODA.—Benzoate and salicylate of soda have declined during the year, the former from 44 to 35 cents, and the latter from 42 to 36 cents.

THYMOL.—Competition and lack of important demand have caused prices for this article to decline from \$3.15 to \$3.25 to \$2.20 to \$2.40, according to seller.

BALSAM COPAIBA.—The Central American variety has been quite active in a small way all through the year, and, notwithstanding receipts, supplies have steadily decreased, causing an advance during the year from 35 to 37 1-2 cents. Para copaiba has also been in demand, but, while the market is firm, there has been no noteworthy change in price.

CANADA FIR BALSAM.—The market has been quiet and prices have declined from \$3.60 to \$3.15. One reason for the lower price is the increased supply. Up to last year prices were very low and very little was gathered. On this account the price was pushed up from \$1.90 to the high figure noted above, with the result of stimulating gathering, so that now a further decline would occasion little comment.

BALSAM PERU.—The demand has been slack for a long time and prices have declined from \$1.30 to \$1.05.

BALSAM TOLU.—This article also shows a decline, the present quotation being 26 cents as against 33 cents last fall. The market has been more or less easy all through the year until recently, when the political troubles in Colombia are restricting the supply.

VANILLA BEANS.—Mexican vanilla beans have been extremely active this year and some large sales have been made between

first and second hands. The closing quotations are \$6 to \$13 for whole beans and \$4 to \$5.50 for cuts. The demand for Bourbon beans, while not so active as that for Mexicans, has, nevertheless, been good. At the close whole beans are held at \$2 to \$7.50.

CUBEB BERRIES.—The market has gone back to where it was year before last, owing to increased supply and slack demand. Prices are 8 to 9 cents against 11 to 13 cents in 1901 and 7 to 8 cents in 1900.

JUNIPER BERRIES.—An active demand and decreased stocks caused an advance during the year from 2 3-4 cents to 4 1-2 cents. Lately some arrivals have eased the market, and at the close 4 cents is quoted.

ANISE OIL.—Prices dropped from \$1.25 a year ago to \$1.07 1-2, but a little better feeling has developed of late in foreign markets as well as in China, and this, reflected here, may lead to an advance.

CASSIA OIL.—Practically the same remarks apply with equal force to this article. Demand has been slow, and prices show a decline of 5 cents to 62 1-2 cents.

CUBEB OIL.—In sympathy with the lower cost of crude material, prices for the oil have declined from \$1.15 to 90 cents.

PEPPERMINT OIL.—A continuous upward tendency has characterized the market for peppermint oil throughout the entire year, and even with the price at \$2.50 the end is not in sight. In June, 1891, the price went to \$2.75, and in January to May, 1892, to \$2.50, but not since, until the present month, has this figure been reached. In the table below are given the highest and lowest prices quoted during October of the last twelve years :

Year.	High.	Low.	Year.	High.	Low.
1891.....	\$2.75	\$2.45	1897.....	\$1.25	\$.90
1892.....	2.50	2.15	1898.....	.90	.80
1893.....	2.45	2.15	1899.....	.90	.75
1894.....	2.45	1.40	1900.....	1.10	.80
1895.....	1.85	1.50	1901.....	1.75	1.60
1896.....	1.70	1.20	1902.....	2.50	2.45

The advance is due to a short crop and a very active demand. It will be remembered that the crop last year was by no means a large one and that the amount carried over the season was extremely light. The inclement weather in the peppermint growing sections during the spring and summer did great damage to the crop. The heavy rains covered acres of mint lands with water, and the hot sun which followed the rains in July killed whole fields of mint, some growers, according to reports from Michigan, having lost their entire crops. The advance has naturally extended to the H. G. H. brand, the present price of which is \$2.75, against \$1.85 last October. There has been considerable export demand this season both for bulk and H. G. H. Below is printed a table giving the exports of oil during a number of years, as shown by the Government reports. Comment is unnecessary, as the figures speak for themselves:

Year.	Pounds.	Value.
1892	70,690
1893	44,753
1894	81,275
1895	61,107
1896	142,635	\$249,065
1897	123,811	177,168
1898	143,345	180,811
1899	177,462	118,227
1900	72,052	72,338
1901	47,224	62,501
1902, Jan. to Aug.....	11,939	22,822

SASSAFRAS OIL.—There has been a very firm market for sassafras oil, both natural and artificial, principally on account of scarcity, although prices show a net decline for the year of 2 cents in the case of the former and 3 cents for the latter. The market for artificial had been weak until March, when news of the closing of one of the largest manufactories in Japan reached here. The reason given for the shut-down was that the high prices asked for raw material by the Japanese Government camphor concessionaires made the production of oil unprofitable.

SPEARMINT OIL.—Scarcity, due to short crop and a steady demand, has caused prices to advance from \$1 to \$1.75.

SAFFRON.—American saffron has been in light supply for some time and the market at present is very firm at 20 cents, against 14 cents last fall. Valencia saffron has also been scarce of late and the market is stiffer. During the year prices have declined from \$7 to \$5.75.

CAPE ALOES.—Some little demand developed a few months ago and the light available supply was materially reduced. This had the effect of putting prices up to 10 cents against 3 3-4 to 4 1-2 cents last fall.

CAMPHOR.—Refined camphor in barrels has declined from 57 cents to 55 1-2 cents.

CHICLE.—The price declined from 33 cents, quoted last fall, to 30 cents, but subsequently advanced, the present quotation being 35 to 38 cents, and not much offering either here or in Mexico. There has been a very active demand of late both for immediate and forward delivery. The available spot supply is closely concentrated.

GAMBOGE.—Although prices for pipe show a net advance of only 2 1-2 cents for the year, the market at one time went as high as 70 cents, owing to an active demand and light stocks in all markets of the world.

BUCHU LEAVES.—The market was dull and weak, and prices for prime green leaves declined from 26 cents, quoted last fall, to 15 cents. In April, however, there was some heavy buying and stocks were gradually concentrated in the hands of a few strong holders and the price pushed up. There was quite some consuming demand, which reduced stocks and added firmness to the situation. The price went to 26 cents, reacted a little, but subsequently advanced to 26 cents again, which is quoted at the close.

COCA LEAVES.—The demand for coca leaves has not been particularly active during the year, and quotations for Truxillo have declined from 23 cents to 18 cents. Huanoco leaves are also lower, the price last fall having been 32 cents against 30 cents, quoted at present.

SENNA.—There has been a very fair demand for Tinnivelly senna throughout the year and the market has ruled steady, but without noteworthy change. The current price is 5 to 6 cents. Reports from primary sources indicate that the crop this year will be short.

ARROWROOT.—The seismic disturbances in the Windward Islands interfered seriously with the gathering and shipping of St. Vincent arrowroot, and all markets strengthened considerably. Here the quotation went from 6 to 7 cents to 9 cents. A lot came in recently, however, and the market eased off to 8 1-2 cents.

GOLDEN SEAL.—As usual, the price for this essentially speculative article has fluctuated considerably, although over a comparatively narrow range. During the year there has been a net advance of 4 cents, the present quotation being about 54 cents against 50 cents last fall.

IPECAC.—The market for both Rio and Cartagena ipecac has been in uninterrupted downward tendency all through the year. Last October Rio was quoted at \$2.70 and has declined in the twelve months to \$1.90. Cartagena has fallen off from \$1.60 to

90 cents. The market for both varieties is very weak, owing to lack of demand.

JALAP.—An easy feeling pervaded the market for a number of months, but last summer a sudden demand developed and rapidly cleaned up the available supply. Early this year the price declined to about 9 cents, but the market has since advanced to 10 cents.

SENEGA ROOT.—This has been a remarkable year for senega. Supplies have been short and the price has gone to 70 cents and closes at 68 cents, owing principally to a little freer supply. These prices are the highest in years. The following table, showing the highest and lowest prices quoted in October of each year since 1891, will give an idea of the average price of the article:

Year.	High.	Low.	Year.	High.	Low.
1891.....	.30	.30	1897.....	.27	.25
1892.....	.55	.55	1898.....	.25	.24½
1893.....	.45	.33	1899.....	.43	.37
1894.....	.32	.31	1900.....	.39	.38
1895.....	.25	.25	1901.....	.57	.55
1896.....	.30	.27	1902.....	.70	.68

There has been considerable export demand, but in a number of cases business with foreign markets has been restricted by the high prices asked. The crop in Minnesota and the Dakotas is undoubtedly light this year, but in Manitoba the crop is said to be nearly equal to that of last year. In Minnesota and the Dakotas the land is gradually being taken up for other uses, and, as is well known, senega does not grow again after having been plowed under. The weather interfered seriously with the digging in these states, and besides, the great demand for harvest hands took from the work of gathering senega those who generally make quite an income from it, practically leaving no one but the Indians to dig the root. The noble red man of those

localities is a gentleman of leisure, being fed and clothed by the Government, and under such circumstances is not given to labor. Hence the short crop.

SARSAPARILLA ROOT.—Mexican root has fluctuated more or less with the state of the market, but for the year prices show a net advance of a quarter of a cent, the present price being 7 1-4 to 7 3-4 cents. Supplies were fairly free early in the year, and the price went down to about 5 1-2 cents, but subsequently rose to 7 1-2 cents, from where it eased off to the present figure.

SERPENTARIA.—Light supplies have caused a firm market and the price has advanced from 40 cents to 45 cents during the year, although at one time as low as 34 cents would buy.

GENTIAN.—This article has also been in very light supply. Last fall 3 3-4 cents was the ruling price, but the market rose to 4 1-4 cents, as stocks both here and abroad were taken off the market. Lately the price has declined to 4 cents.

CANARY SEED.—The market has been firm throughout the year. Prices for both Sicily and Smyrna have advanced owing to light supply. Last October Sicily was quoted at 2 5-8 to 2 3-4 cents and Smyrna at 2 3-8 to 2 1-2 cents. Today the price of the former is 3 5-8 to 3 3-4 cents, and of the latter 3 3-8 to 3 1-2 cents.

Respectfully submitted,

GEO. R. HILLIER, *Chairman*.

PRESIDENT WALDING: The next order of business is the report of the Committee on Revision of Pharmaceutical Lists, Edward H. Nelson, Chairman.

Secretary Toms read the report, which was referred to the Board of Control.

REPORT OF COMMITTEE ON REVISION OF PHARMACEUTICAL LISTS.

The Committee on the Revision of Pharmaceutical Lists are unable to report any progress in this direction. It seems quite impossible at this time to bring about any uniformity of discounts. We are unable to offer any resolutions or recommendations to the Association in connection with this report.

Respectfully submitted,

EDWARD H. NELSON, *Chairman.*

PRESIDENT WALDING: The next order of business will be the report of the Special Committee of Commercial Travelers, L. R. Dronberger, Chairman.

MR. DRONBERGER: When the President asked me to assume the chairmanship of this committee, he said that the committee was appointed on two or three different occasions, and that at each time there was no report. Now, Mr. President, I want you to have a report. Here it is.

Mr. Dronberger read the report, which was referred to the Board of Control.

REPORT OF SPECIAL COMMITTEE OF COMMERCIAL TRAVELERS.

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

There is at least one occupation not overdone; one line that expands with every new invention, every increase of population, offering many chances to young men possessing common practical sense, honesty and integrity, seeking employment.

While admitting there are now too many travelers, yet *salesmen* are in constant demand. Many men on the road make but par-

tial success, all because they are willing to buy their comfort at the cost of the achievement of their aims; are not willing to be incommoded or to submit to discomforts even for the sake of future blessings. They would succeed if they could do so in an easy way; but the moment they have to sacrifice their ease or their comfort, they shrink from the effort.

Almost any man can be a gentleman, and a gentleman can sell goods, provided he fortifies himself with a thorough knowledge of the goods he has to offer, and adheres to the truth in his statements. There are times when money seems to be lost by telling the truth, but it is only out drawing interest. Honesty is the most essential quality to build up a trade; after that comes persistent work and application.

Thousands of young men are earning small salaries because they can not bear to exert themselves to win promotion. They prefer to remain on the low rung of life's ladder for the sake of comfort and ease, rather than put forth the effort that would carry them upward.

The man who does not like to get up in the morning and take the four o'clock train or go out in a storm, or in cold weather, because he is so comfortable in bed, had best not choose traveling as an occupation. The road pays better average salaries than do most of the professions and trades. I have read somewhere that there are now over three hundred thousand men earning salaries ranging from \$800 to \$10,000 a year as commercial travelers (we know many of the former and none of the latter in our business, however), yet there is room for more. The road is a position of trust; traveling men represent millions of capital, and wield a significant commercial and political influence. It is a work that wins on merit alone, prohibiting favoritism; a firm may favor a relative or a friend for a soft berth in the office, but the man put on the road is employed, paid and advanced solely on the basis of ability.

Among the patrons of the institution he represents, he is judge, jury and counsel for both sides; he arbitrates differences, adjusts affairs of immediate concern that require quick decision, handles money and makes contracts.

As a final course in a young man's education, "the road" gives a good finishing touch. Many of the heads of the most successful mercantile and manufacturing concerns were at one time commercial travelers.

We would caution young men against adopting the road as a life position, however; simply use it to demonstrate to themselves and their employers their fitness for the more desirable occupation of an office man. Respectfully submitted,

L. R. DRONBERGER, *Chairman.*

PRESIDENT WALDING: The next order of business is the report of the special committee to take charge of suits brought against members, M. N. Kline, Chairman.

Mr. Kline presented the report, which was referred to the Board of Control.

REPORT OF SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS.

The following is the status of the Park suit: There are two actions pending by the John D. Park & Sons Company.

First, an action at law to recover \$500,000 damages against various jobbers and manufacturers who are or were members of the National Wholesale Druggists' Association, but the Association itself is not a defendant. In this case our attorneys have demurred, but that demurrer has not been set down for argument by either party, each awaiting the result of the appeal in the case next to be mentioned.

Second, a suit in equity against the National Wholesale Druggists' Association and various manufacturers and jobbers, which prays that the Detroit and rebate plans may be declared illegal

and all the parties enjoined from carrying those plans out. In this case Judge Leslie W. Russell sustained our demurrer, as reported a year ago, and his judgment was affirmed by the Appellate Division of the New York Supreme Court, and an appeal has been taken to the Court of Appeals, which will probably be reached this fall for argument.

In the Boston suit, which, it was decided a year ago, our Committee representing your Association should take charge of, a decision was made by Chief Justice Mason, of the Superior Court, which is of the utmost importance and which, by reason of its importance, we refer to here at length.

The case decided is that of Hoagland vs. Gilman et al., in which Whipple, Sears & Ogden appeared for the plaintiff and Elder and Whitman for the respondents.

The issue briefly was this:

One of the respondents, who were alleged to have violated the terms of an injunction, was called as a witness by the plaintiff in order to show the violation of the injunction by the respondents. The witness was called upon to produce all his books and papers, letters, telegrams, etc. Upon advice of his counsel, the witness refused to be sworn, on the ground that the plaintiff had no constitutional right to call a respondent in the contempt proceeding, save upon such respondent's own request. The attorneys for the respondents contended that the contempt proceeding was in its nature criminal, and that the respondents could therefore avail themselves of the constitutional provision governing such cases, as per Section 20, Chapter 175, of the Revised Laws, which provides that "the defendant in the trial of an indictment, complaint or other criminal proceeding shall at his own request, but not otherwise, be allowed to testify, but his neglect or refusal to testify shall not create any presumption against him."

The plaintiff, through his counsel, contended that the con-

tempt proceedings were not in the nature of a criminal charge, but simply a civil matter, and that the laws governing the trial of civil cases should be followed.

It was admitted that the plaintiff would be obliged to rely upon the testimony of the respondents to prove his allegations of contempt.

Many authorities are cited by the Chief Justice in upholding the contention of the respondents. He holds emphatically that the respondent should not be called upon to testify in the contempt proceedings, save upon his own request, thus placing contempt proceedings in the same class with criminal proceedings.

But one other State—and that is California—has settled the question decided by Justice Mason. In *Ex parte Gould*, 99 Cal., 360, the court held that in proceedings against a party for violating an injunction, the court could not require the party so charged to be sworn as a witness.

In the course of the opinion, Justice Mason cites Williamson's case, 26 Penn. State, 9, as declaring that contempt of court is a specific criminal offense, and that opinion is followed in *New Orleans vs. Steamship Company*, 20 Wallace, 387, and in *United States vs. Jacobi*, 1 Flippin, 108.

A consideration of the authorities, Justice Mason finds, warrants the finding that the letter and spirit of the law is intended to cover proceedings for contempt of court.

A Boston paper, in reporting this decision, expresses the opinion that it will be received with great attention in legal circles, establishing, as it does, so important a precedent.

Since this decision, an agreement has been reached between the contending parties in New England, and your Committee feels safe in reporting that this suit may be considered as practically out of the way.

There have been a number of other suits brought and some decisions rendered in various cities, resulting from the operations of the tripartite plan, which, however, have no direct ref-

erence to anything that the N. W. D. A. is responsible for, and these are, therefore, not referred to in our report.

The expenses of the Committee for this year have been confined to the charges of the Boston law firm, who so ably conducted the suit in that city. Respectfully submitted,

M. N. KLINE, *Chairman.*

PRESIDENT WALDING: The next order of business is the report of the Committee on Trade-marks, Charles H. Camp, Chairman.

Mr. Camp presented the report, which was referred to the Board of Control.

REPORT OF COMMITTEE ON TRADE-MARKS.

To the President and Members of the National Wholesale Druggists' Association:

Your Committee on Trade-marks makes report that since the last meeting of this Association it has in a general way kept itself informed as to the decisions of the courts, touching unfair competition and infringement of trade-marks. There has been the usual large volume of litigation of this nature in the Federal and State courts, and indeed, it may be said that there is an increase of such litigation from year to year. Your Committee is informed that a very considerable percentage of the decisions handed down by the Federal Courts throughout the country is of this nature. It is a matter of satisfaction to be able to report that the tendency seems to be toward greater protection of the just rights of the proprietors of this class of property and to give less weight and consideration to the species of defenses and excuses which are offered by those guilty of piracy. As a general rule, the proprietors of valid trade-marks, or of styles of package and labels, whose rights have been infringed upon, may go

into court with perfect assurance that such invasion of their rights will be enjoined, and that full relief will be granted to them, provided that they have not closed the doors of courts of equity against themselves by any unwarranted representations, or have not lost their rights by negligence. While many of the cases decided during the past year relate to articles not handled by members of this Association, yet the opinions of the courts given in connection with those decisions will apply as well in cases where your rights may be concerned as to those in which the opinions were rendered. A large majority of the opinions were rendered in cases where there were no peculiar features, and only apply general and well accepted and understood doctrines. Your Committee will therefore refer particularly to but a very few of the cases which have come to its attention, by way of illustration, selecting such as seem to have peculiar value and importance.

It has been a very common practice on the part of infringers to copy so much of the trade-mark or label of the manufacturer whose good-will they may seek to appropriate, as will cause confusion in the minds of the purchasers, or tend to deceive them, and at the same time attach some label, or add some words or other marks not appearing upon the original, with a view to defending any suit which may be brought by claiming that such label, marks or words sufficiently distinguish their goods, and prevent confusion in the minds of purchasers. In a great many instances where parties have been called into court on account of infringements, they have said by way of defense that they had done everything they could to distinguish their label from that of the original proprietor, and in proof of that statement have pointed to such additional words or additional label. In view of this common practice, which has sometimes, though not generally, found support in the lower courts, the decision of the Supreme Court in the case of *Saxlehner vs. Eisner & Mendelson Co.*, October 15th, 1900 (reported in 179 U. S., page 19), is important.

This concerned Hunyadi water. It was there held that the right of the complainant in the name Hunyadi, if he had ever had such right, had been lost by his failure to institute suits and vindicate his exclusive right to the word. It was shown, however, that the defendant had used a label of similar design, but with different language thereon; the appearance to the eye was held by the court to be such as to deceive the casual purchaser, but upon the neck of the bottle the defendant company had affixed an additional label consisting of a red seal upon a white ground, and containing the words: "Ask for the Seal Brand. This label has been adopted to protect the public from imitation and as a guarantee to the public of the genuineness of the Hunyadi water, prepared solely by Eisner & Mendelson Co., New York." The attention of the druggist was called to this seal brand by advertisements in the trade papers. These circumstances indicate that the defendant was acting in good faith, and the case is not to be classed among those where the intent was to wrongfully and unfairly compete with the complainant, and this fact adds to the significance and value of the decision. The Supreme Court, however, was of the opinion that the defendant's bottle and label were an infringement upon those of the complainant, and that the affixing of the additional and special label was not sufficient, declaring that while this label might have been adopted in good faith, the court did not think its employment would prevent the casual customer from purchasing the water of defendant as that of the complainant. It is thus clear that in the opinion of the court, whatever the intent of parties may be, there must not be such similarity as is likely to mislead even the casual and indifferent purchaser.

Your Committee thinks that this decision is of very considerable importance and will be of advantage to the owners of trademarks and peculiar styles of package in future disputes of this nature. In some of the lower courts heretofore, defendants have been successful because they had attached to their packages marks

much less calculated to distinguish their products from those of the original manufacturer than was the brand and label referred to in the opinion just quoted. It has even been held that there is a duty on the part of the purchaser to examine, and make sure that he is getting the article he desires. Hereafter it will be much more difficult for infringers to successfully claim that they have added names or marks to the labels or trade-marks of original proprietors and thereby distinguish their wares.

This case is further of importance to those proprietors who have preparations or articles known by a word or name which is not properly the subject of trade-mark, and which may be used by all others who see fit so to do. There has been some confusion in the lower courts as to what precautions one must take, who comes upon the market with an article under a name which has become familiar, as identifying the product of another manufacturer earlier in the field. It has been held, as is said above, that a purchaser seeking an article made by one manufacturer rather than that prepared by another is bound to examine the wrapper with such a degree of care as would ordinarily ascertain who the manufacturer of the article which he purchases, is; and that newcomers in the field do their full duty if they so dress their product that one who seeks to ascertain whose manufacture it is can readily learn by a reasonable examination of their wrappers, whether it is made by the appellant or by themselves. It is clear that if this were sound law, great injury could be done to all owners of proprietary remedies, for a purchaser rarely knows that there is more than one article of the same kind upon the market, and it would not occur to such purchaser to examine to see whose manufacture he was purchasing.

The Saxlehner case may be accepted as putting an end to that doctrine, for any such examination as is required by the line of decisions just referred to would certainly have disclosed the additional label upon defendant's Hunyadi water, which clearly stated by whom it was put upon the market. It is a matter for

congratulation that so decided a position has been taken by the court of final resort.

Other cases of the same general effect have been decided during the year by the Courts of Appeals. A notable one is that of *Shaver et al. v. Heller & Merz Co.*, decided in April, 1901 (108 Federal Reporter, page 821), in which it was held that where the words designating the articles in question were names which the public generally had the right to use, it was indispensable to the exercise of these rights that the goods should be distinguished as far as possible from those of the original manufacturers. In this case, also, the court struck hard at the defense so commonly attempted by infringers, of claiming that they have not infringed because they have placed their names and residence in conspicuous places on their packages, and have otherwise added distinguishing marks. The Court said: "The 'American Ball Blue' and 'American Wash Blue' were articles well known to the trade and to the public as the manufactures of the appellee before the appellants entered upon the business of selling blueing. These articles and the names by which they were known had an established reputation and commanded a lucrative trade. To the dealers in blueing the appellants were unknown. The only effect of placing their unfamiliar names and residence upon the packages of blueing under the names of the appellee's well-known articles, was to give to appellants the benefit of the established reputation of the appellee's articles, and thus to enable them to derive greater benefit from their fraud."

These decisions are in the right direction and must be of material value to all proprietors of the kind of property here in question.

Another important case, decided by the Supreme Court of the United States during the present year, is that of *Elgin National Watch Co. against the Illinois Watch Case Co.* (179 U. S., page 665). Many manufacturers have found themselves embarrassed by the fact that their articles had come to be known by a name

which was connected with the place of manufacture, the law being that a geographical name can not be monopolized as a trade-mark. In the case just referred to the word "Elgin" was the subject of controversy between the Watch Co. and the Watch Case Co., it having been a part of the name of the former, and having become known as identifying watches of their manufacture; and the defendant having adopted it upon watch cases and not upon watches. The court in its opinion stated that the business of the defendant was located at Elgin, and in describing their watches as made there, they told the literal truth, and the general doctrine was adhered to that no one could apply a geographical name to a well-known article of commerce and thereby obtain an exclusive right to it, so as to prevent others inhabiting the district, or dealing in same articles coming from the district, from truthfully using the same designation. But the court held that even though the trade-mark was not in itself a good trade-mark, yet where the use of the word had come to denote the particular manufacturer or vendor, relief against unfair competition would be awarded by requiring the use of the word by another to be confined to its primary sense, by such limitation as would prevent misapprehension on the question of origin. In other words, the doctrine was laid down that where a word in common use had obtained a secondary signification as identifying the wares to which it was applied, the courts would protect the person thus entitled to its benefit in such secondary sense from infringement and fraud in respect to that signification, even though the mark consisted of a geographical name.

The case last referred to is but one of many which show conclusively that it is the policy of the courts to protect the owners of trade-marks and of labels in the full enjoyment of their rights, and of all advantage justly obtainable from them, against every form of attempted infringement and appropriation, and of a determination not to be bound by technicalities and subterfuges, but to get at the substance of the matter as directly as possible,

and to afford the appropriate relief. The case of *Shaver et al. v. Heller & Merz Co.*, above referred to, is also important in this same connection. The "American Ball Blue" and "American Wash Blue" had become well known, and the articles to which they were attached had an established reputation, and the persons alleged to have infringed had sought to shield themselves behind the defense that the names were geographical and descriptive and could not be used exclusively as trade-marks; but the court held that geographical and descriptive terms might be lawfully enjoined to the same extent as any other terms or symbols, and did grant an injunction against the use of the word "American."

A number of the cases decided during the year illustrate how necessary it is that every manufacturer seeking to preserve a right in his label or trade-mark, should be extremely careful not to permit anything to appear in connection with such articles which in any way contains any material misrepresentation. It has happened in a number of instances that valuable rights have been lost in this way, even when there was no real intent to deceive by such misrepresentation.

The Supreme Court of the United States has also contributed something to the law upon this point during the past year, in the case of *Holzapfel's Compositions Co. v. Rahtjen's American Composition Co.* (183 U. S., page 1), where it was held that a symbol or label claimed as a trade-mark, so constituted or worded as to make or contain a distinct assertion which is false, will not be recognized, and no right to its exclusive use can be maintained. The trade-mark pertained to a certain kind of paint for the protection of ships' bottoms from rust and from vegetable or animal growth thereon, either in salt or fresh water. From 1873 to 1880 the composition was covered by English letters patent. After the expiration of the patent, the word "patent" was still used in the title, it being called "Rahtjen's Patent Composition." The court held that after the expiration of the patent, complainant

had no right to designate the composition as a patented article, when in fact there was no patent.

In the same line is the case of Preservaline Chemical Co. v. Heller Chemical Co., decided in the United States Circuit Court for the Northern District of Illinois, June 3, 1902, and reported in the Chicago Legal News, Vol. 24, page 329. Defendant in that case put up an article called "Preservative." The owners of "Preservaline" brought suit restraining infringement, and it was held by the court that except for one fact, complainant was entitled to an order restraining the defendants. That fact was that in some of its advertising matter the Preservaline Co. used the term "patented" or its equivalent, after the patent had expired, and that that misrepresentation closed the doors of the court of equity against the complainant.

These cases are referred to to illustrate the necessity of great care and caution on the part of proprietors to see that there is nothing contained in marks, labels, or advertisements, which can not be warranted or justified by the facts. There is no doubt that there was no intention to commit any fraud by the use of these terms in the cases referred to; "Preservaline" had been patented; the patent had expired in 1892; the package did not bear any statement or any reference to a patent. It is probable that, no doubt innocently, the manufacturers had continued the former methods of advertising, their attention not being directed to the fact that this particular word should no longer be used.

A rather curious case was decided in the Court of Appeals of Maryland, April 1st, 1902, reported in the 51st Atlantic Reporter, 822. There complainant endeavored to enjoin the defendant, his wife, from manufacturing a vegetable compound called the "Family Physician." The court refused the injunction, because complainant's label stated that the medicine in question was "The great Smallpox and Diphtheria cure and preventative. Cures the worst cases without marking, unless already scabbed." The court said that the statement referred to was false and was

manifestly designed to deceive the public, and therefore refused to grant an injunction; and for this reason alone relief was refused.

Another element in this form of litigation that the Committee deems proper to call attention to, is the duty imposed upon proprietors to act promptly if they wish to get full measure of relief against infringers. In the Hunyadi case above referred to, the Supreme Court of the United States, as has been shown, held that the complainant had lost any right to the exclusive use of the word "Hunyadi" by laches, in permitting others to use it for a long period of time. Your Committee is advised that such right is only lost in extreme cases, but proprietors who have permitted, without interference, a continued piracy of their property of this nature are as a rule refused any damages. A case of this character, decided in the past year, is that of *N. K. Fairbank Co. vs. Leckel King & Cake Soap Co.* (116 Federal, 332), where the right to an injunction against further infringement of a trade-mark was recognized and relief granted, but an accounting for past profits was denied on the ground that complainant had been guilty of laches in asserting its rights. The article in question was Gold Dust Washing Powder. The doctrine laid down there is not at all novel, and is based upon the leading case of *McLain vs. Fleming* (96 U. S., 245).

There has been a number of cases in which the right to assign trade-marks, or to license the use of them, has been involved, but in the main there is nothing novel, so far as this Committee is advised, in the conclusions reached.

The case of *McMahon Pharmacal Co. vs. Denver Chemical Mfg. Co.*, decided in December, 1901, by the Circuit Court of Appeals of the 8th Circuit (reported in 113 Federal, 468), held that a trade-mark is not by itself such property as can be transferred, and that the right to use it can not be assigned except as incidental to the transfer of the business or the property in connection with which it has been used. The word there in question

was "Antiphlogistine," the right to use which upon a certain preparation had been granted by the company claiming to be owner thereof. The right, however, to transfer trade-marks and trade names as part of the business and property of an old corporation, and the right of the transferee to protection against a new company using such name, was very vigorously asserted in the case of *The Peck Bros. Co. vs. Peck Bros. Co.* (113 Federal, 291), where the Court of Appeals for the Seventh Circuit stated that the status of the complainant was precisely the same as though the original Connecticut corporation, continuing to exist and to prosecute business, was the party here complaining of the wrong; and of the action of the defendants in organizing another corporation with substantially the same name, the opinion declared that "it was conceived in sin, and brought forth in iniquity; that wrong attended at its birth, and that fraud stood sponsor at its christening, imposing upon the corporate child a name which it was not entitled to, and which it had no right to bear."

We think this meager review of some of the cases decided during the past year, which seem to us important, sufficiently illustrates the fact that the courts are as a rule consistently adhering to the doctrine that wherever it is really true that parties are attempting to appropriate good-will of others by unfair competition, calculated to deceive the public, it is the duty of the court to intervene and protect this important class of property rights. They likewise illustrate the points wherein the proprietors of such rights must be careful and keep themselves in position to enter into a court of equity when occasion requires it. The growing disposition on the part of proprietors to vigorously combat any attempts to undermine their trade, and to deprive them of the fairly earned right to all benefit arising from their trade-marks and trade names has, in the opinion of this Committee, had a salutary effect and has acted in a large measure as a restraint upon persons who otherwise would engage in such practices.

The person seeking profit in this illegitimate way is not likely to select as his victim a concern which has shown its determination to protect by all means in its power its property rights.

Respectfully submitted,

CHARLES H. CAMP, *Chairman*.

PRESIDENT WALDING: The next order of business is the report of the Committee on Pharmaceutical Preparations, C. F. Weller, Chairman.

MR. HALL: We have had no report from that committee.

MR. FAXON: I don't think any report has been submitted. I have not heard of one.

PRESIDENT WALDING: The hour has arrived to take up the report of the Committee on Proprietary Goods, which was made a special order of business for 11 o'clock.

MR. FAXON: Mr. President and Gentlemen—The Chairman of the Committee on Proprietary Goods was unable to arrange his affairs so as to be present at this meeting. His absence is certainly very much to be regretted. He has made a very strong Chairman and has done much valuable work, and he has submitted an admirable report, which I have been asked to read.

Mr. Faxon read the report, which was referred to the Board of Control.

REPORT OF COMMITTEE ON PROPRIETARY GOODS.

To the National Wholesale Druggists' Association—The general commercial prosperity with which this country has been favored during the last twelve months has been shared, to a greater or less degree, by members of the wholesale drug trade; but while the satisfactory feeling thus produced has no doubt prevented many complaints from finding their way to this Committee, it has perhaps also tended to cause some of our members to lose sight of the important part which this Association itself has contributed to this prosperity. Nearly a generation has passed since the formation of this body, and it is difficult for many of those now managing wholesale drug houses fully to realize the degree of demoralization which prevailed during the era of unrestricted prices and uncontrolled competition existing prior to the organization of the N. W. D. A.

Under the most favorable circumstances, the average margin of profit in our line of business can not be deemed excessive, especially when we consider the tremendous amount of detail and the capital and ability required; but even the present basis, fairly satisfactory as it is, has only been made possible by the work done by this Association, and under its auspices, during the years of its existence. These facts should constantly be borne in mind by every wholesale druggist in the land, and should cause each and every one of us to regard this Association, not as an indifferent accessory to our business, but as a living, vital force working for the benefit of all.

It is most interesting to note that in many instances the path thus blazed out by this Association has been followed by those engaged in other lines of trade; and we can see them now gradually making, step by step, the progress which we achieved in our earlier days. At a meeting of the Wholesale Confectioners' Association of the United States, held in the city of Philadelphia a few months ago, one of the prominent members openly stated

that prior to the formation of that Association, prices in that line had reached a point which had made business utterly unprofitable, and that if from any cause, the Association should be disbanded, he should immediately desire to close out his business without delay.

It should also be fully recognized that the existence of the N. W. D. A., with its continuous advocacy of the rebate plan, has involved no hardship upon any branch of the trade, nor has it dulled the edge of competition. It has simply restrained it from taking an unreasonable and destructive form. The opportunities for those houses which have ample capital and capable management are as great as ever, and their operations have not been restricted by the practical working of the rebate plan.

Realizing that under these conditions, the maintenance of the rebate plan has naturally been the chief object of this Committee, the most of the work done during the past year, as in previous years, has been along this line.

It will be remembered that at the last meeting of the Association at Old Point, attention was especially called to the unsatisfactory conditions which had prevailed in the Gulf States during the last four or five years. Your Committee was much pleased to find that before the meeting finally adjourned a proposition had been made to resuscitate the organization formerly known as the "Southern Wholesale Drug Association," which, from lack of interest, had been allowed to die a natural death, as no meeting had been held for about three years. Feeling that the existence of an organization of this kind was absolutely necessary to accomplish the objects desired, by bringing together the members of the trade in that section in personal contact, this proposition was heartily encouraged by your Committee. The result was that a meeting was held in Birmingham, Ala., on December 5th, 1901, at which all the members of the wholesale drug trade in that territory joined together in forming the "Southern Drug Club." Officers of the Club were duly elected, the organization itself

was placed on a permanent basis, and several meetings have been held since that time. In the meanwhile, at the first meeting, resolutions were unanimously adopted correcting the trade abuses referred to, and likewise making provision for the improvement of the trade in many other minor points. The results achieved by this organization have been clearly marked, and most satisfactory in every respect. It is well known that New Orleans was the storm center during these years of trouble, and a recent letter from a prominent member of the wholesale trade in that city strongly compliments this Committee on the effective character of the work which has been accomplished, and states that the irregularities which formerly existed have entirely ceased.

Our success in harmonizing the various interests in the Gulf States was so encouraging that it was decided to make an effort to form a similar trade organization in the South Atlantic States. It was not thought desirable or possible to combine the whole South in one association, owing to the extent of territory and the diversity of interests. Acting in this direction, a meeting of those interested was held at Columbia, S. C., on April 23, 1902. This meeting also was well attended, an organization was perfected, under the name of the "South Atlantic Drug Club," and this Club, like the other, is now in thoroughly successful operation. It must be borne in mind that both of these Clubs, in their practical operation, have by no means confined themselves to supporting the rebate plan alone, but numerous matters in the way of trade abuses and irregularities have been taken up and successfully adjusted.

It will also be remembered that at the Old Point meeting, there was considerable quiet discussion in regard to the situation in Boston, which had likewise been most unsatisfactory for four or five years, and during the few months preceding the meeting had assumed a particularly acute form. A dealer there, who had not originally been a wholesale druggist, had, by his aggressive, energetic and steadfast opposition to the rebate plan, not only

taken a considerable amount of trade from the other houses, but likewise caused much demoralization in the entire New England territory. The complexity of the situation was somewhat intensified by the fact that the dealer referred to received considerable quantities of proprietary articles, which had apparently been sold by wholesale drug houses in other cities, in violation of the obligations imposed upon them by their tripartite agreements. The matter finally became so serious that your Chairman considered it necessary to call a general meeting of the entire Proprietary Committee, which was held at the Waldorf-Astoria Hotel in New York City on February 28th, 1902. This meeting, which has been considered by many as one of the most important conferences ever held in our trade, resulted in a general steadying of the rebate and tripartite plans, and likewise a marked improvement in the particular direction indicated. While the ultimate object aimed at was not immediately reached, the results of the conference were none the less effective in their operation; and it is with the greatest pleasure that your Chairman is able to announce to the entire trade, what is probably already known to most of them, that the Boston situation has been thoroughly cleared up and finally settled. The dealer referred to has joined the other wholesale houses in Boston, and the entire trade in the New England territory, not only in pledging himself to a strict compliance with the provisions of rebate and tripartite contracts, but likewise the abolition of other forms of aggressive competition which had been particularly annoying. The most gratifying feature of this settlement, and one which leads us to believe that it will be entirely permanent, is that this result was accomplished through the recognition by the dealer referred to of the fact that his previous course had been unwise from a mercantile standpoint, and had probably brought him less profit than he would have gained by conducting his business on regular lines. In addition to this, it has also resulted in the restoration of amicable, and we may say, friendly personal rela-

tions between this dealer and the other members of the trade in the city of Boston, and also in the withdrawal of two suits which were in progress, one a suit in equity to restrain interference with his business, and the other a suit for damages.

We desire especially to emphasize the fact that our course in this matter should indicate conclusively that it is not the object of this Association or of your Committee to drive any dealer out of business. The only object aimed at is to insist that proprietary medicines shall be sold on the terms and under the conditions which the proprietor prescribes. In fact, we are sure that if all those interested fully realized the truth and strength of this argument, all organized opposition to the rebate plan would cease.

In addition to the cases referred to above, your Chairman's assistant, Mr. F. E. Holliday, has spent much time and has traveled many thousand miles during the year, in taking up minor complaints at various points throughout the country. These complaints, all small in character, have involved minor violations of rebate prices, the making of freight allowances, unusual cash discounts, and other matters of this kind; and in every instance Mr. Holliday's visit has resulted in the successful adjustment of the particular cases indicated and a restoration of normal conditions.

Considering the situation as a whole, we believe that the rebate plan today is in better condition, and is nearer being unanimately enforced, than it ever has been before. Your Chairman takes particular pleasure in being able truthfully to express this as his opinion; and in view of the fact that he has felt compelled to relinquish the position, it is most gratifying to him to feel that he is able to return his trust to you in a condition certainly as good as when he received it, and he hopes better.

In any consideration of the rebate plan, it is not amiss to discuss its points of weakness, as well as those of strength; and in the opinion of your Committee, one of the chief causes of trou-

ble has been the reception of thoughtless and unreasonable complaints from commercial travelers. It is not our intention by any means to cast any reflection on commercial travelers, as a rule. Many of them are among the very brightest men in our line of trade, but it is also true that many of us have in our employ salesmen who are indolent and incompetent. Men of this class are apt to assume that because they do not or can not sell some particular customer, he is obviously receiving irregular advantages from others. This, of course, does not necessarily follow. Retail buyers have many reasons in selecting the source of their supplies. We can not too strongly urge upon all our members the necessity of insisting upon proof before they make complaints.

It must also be remembered that one very effective means of promoting the efficiency of the rebate plan has never been called into use. It has been suggested by Chairmen of this Committee at different times, but has apparently never received very serious consideration. We refer to the withholding of rebates until the expiration of a limited period, say either three or six months, with the understanding, of course, that those who have violated the manufacturer's prices shall be denied the privilege of receiving his rebate. There is no doubt about the effectiveness of this measure as a remedy for wholesale price-cutting. The experience of this Committee has been that in many cases where general irregularities existed, the prices of a few manufacturers, who insisted that their prices should not be cut, have been maintained. Your Committee does not feel warranted in urging too strongly at this time the adoption of this plan, because we realize fully that it would require some kind of a central bureau or office to collect and distribute these rebates, and this, of course, would involve the expenditure of a considerable amount of money; but in addition to this, there has always been a general expression of reluctance on the part of the trade to endorse a proposition of this kind, on account of the necessity of their providing some

additional capital to replace the amount thus held up in rebates. Still, it is well for us to remember that we have this remedy in our hands, and it might also be well for us to accustom ourselves to its consideration, because some day we may be compelled to resort to its use.

We also desire to reiterate our recommendation of last year that rebate proprietors should pay greater attention to enforcing the signing of their contracts. In our opinion, every proprietor should require his contracts to be signed afresh at least once every year. It has been our experience that in many cases where wholesalers were disposed to cut prices under some conditions, the signing of a contract always had some restraining influence. In some cases we have also found that manufacturers were unable to produce contracts of any date with certain houses, no matter how far back; and in other cases dealers who have been found cutting prices have offered as an excuse the fact that they had never signed, or been asked to sign, a rebate contract. In fact, as we have already stated, the maintenance of rebate schedules depends largely upon the good faith, activity and firm intention of the proprietor. If he lets it be generally understood that he intends to see that his prices are maintained, there is little danger of their being violated.

As wholesale druggists, we should also remember that there are certain duties which we owe to the proprietors. Each year witnesses the accession of a few manufacturers to the official rebate list. These later additions to the list, as well as the earlier ones, have undoubtedly adopted this method of selling their goods because it was the request of the members of this Association. No doubt in doing so, many of them have felt that they were making considerable concessions, and were departing from the lines which, under ordinary circumstances, they themselves would have laid out. In return for this, it seems to us that we owe the proprietor something. His quantities are usually very moderate, even for the smaller jobbers, and we should refrain

from buying goods for division with other jobbers. This is not only a technical violation of the rebate plan, but habitual over-buying, so far as quantity is concerned, tends to cause a house to cease to be particular as to the prices at which the goods are sold. We also owe it to the proprietor, who spends his cash liberally in advertising, to see that a good stock of his preparations is kept on hand, and that they are freely supplied to those who want them. This is not only correct from a moral standpoint, but it is likewise good business. It also goes without saying that we should discountenance in every way the acceptance and introduction of articles for which a market is sought simply as imitations of those for which a market already exists; but on this point we do not deem it necessary to dwell particularly, because the record of our Association in this respect has always been especially good.

We are pleased to be able to state that our relations with the retail trade, through their national organization, have been exceedingly pleasant and cordial during the year. In our opinion, the tripartite plan has gained in strength during that time, and deserves all the care and thought which has been given it. We regard it as the most reasonable plan which has been devised for the protection of the retail trade, and it is the more reasonable because it does not seek to accomplish impossibilities, but proposes to treat each case according to its particular surroundings. The gradual organization of the retail trade throughout the country is still proceeding, and during the year price schedules have been arranged in a number of towns and cities where they had not previously existed. It is, of course, impossible for us to say that no better plan ever will be presented in the future. Our history as an organization shows that we have always been disposed to give a careful and friendly hearing to all plans for the amelioration of the condition of our retail friends; but as the case stands today, the tripartite plan seems to us far more desirable and valuable than any other which has yet been presented.

At the Buffalo meeting of the N. A. R. D. last year, it was decided that from and after that time it would be more desirable that notices of violations of the tripartite plan by jobbers should be sent direct to proprietors by the Executive Committee of the retail organization itself, rather than through this Committee, as had previously been done; and this was cheerfully conceded by us. Acting under this arrangement, the officers of the N. A. R. D. have, during the last year, notified proprietors of such violations on the part of five different houses. Various excuses were offered by these houses for their delinquencies in this respect, but each and every one of them promptly recognized the disadvantage of being unable to secure freely their supplies of tripartite goods; and having made the necessary promises of good behavior in future, were restored by the N. A. R. D. to their former standing.

We also desire to state that during the year, this Committee has found it necessary to report to proprietors the names of five wholesale houses who have been found guilty of violating their rebate obligations by supplying contract goods to dealers who make a practice of selling below rebate prices. Three of these houses made such explanations of their course, and gave such assurances for the future, that they were again recommended to the favorable consideration of the proprietors.

In this connection we consider that thanks should be tendered to the proprietors for the steadfast way in which they have supported the rebate and tripartite plans in refusing to make shipments to the houses indicated, so long as these houses failed to comply with the conditions which the proprietors themselves had established. Cases of this kind illustrate most clearly the value of organization, and the effectiveness with which these matters may be handled with the hearty co-operation of all three branches of the trade.

So far as proprietors are concerned, the practical working of

the tripartite plan presents no especial hardships. By some proprietors the necessity of returning certified checks from would-be buyers is considered a great privation, but when we reflect that such action on the part of a proprietor does not deprive him of the sale of a single package of his goods, but simply changes the distribution of the goods from an irregular to a regular channel, he certainly should not complain.

In this connection we desire to correct a misapprehension on the part of some members of the wholesale trade in regard to sales by proprietors direct to retailers in subdivided quantities. It can readily be understood that, owing to a natural desire on the part of the proprietor to supervise to a certain extent the distribution of special advertising matter, in some instances he may wish to sell his smaller quantity direct, without the intervention of the jobber. Such conditions occasionally arise from several different reasons. In some cases advertising contracts are made, payable by the retailer; in other cases, a retailer may be located at some inaccessible point, or in a territory where a jobber has not the capital or disposition to carry these particular goods in sufficient quantity to supply the ordinary demand. It is therefore not a violation of the tripartite plan for the proprietor to make such sales direct, if he sees fit to do so; and, in fact, this point was specially conceded at the time the plan was originated. It necessarily follows, however, that the proprietor, in making these sales, should confine them to the regular subdivided quantity and not give a better price than is called for regularly by this quantity, or a lower price than that which he himself authorizes the jobber to give.

The list of wholesale distributors sent to proprietors for their information has received a number of additions during the year. At the Old Point meeting a year ago it was thought best to provide that our sister associations should likewise have a voice in passing upon the fitness of candidates for that list. Each appli-

cation, therefore, as it came up, has been submitted to the chairman of a special committee appointed by each association, and proper investigation has been made as to the character of the business actually done by the applicant. It is a pleasure to be able to record that the deliberations in this matter have been most harmonious and friendly, and that in the final results these committees have, in each and every case, acted unanimously. In compiling this list, the utmost impartiality has always been shown, the only requirement for a position on the same being that the applicant should be actually engaged in the wholesale drug business, and should maintain the prices and terms fixed by proprietors.

We have the pleasure to inform you that the names of the following firms have been added during the year to the list of those selling their goods under the rebate plan, viz.:

Cal-Cura Co., Kingston, N. Y.

Dr. Shoop Family Medicine Co., Racine, Wis.

Dr. Swayne & Son, Philadelphia, Pa.

The houses named below have also placed their goods on the tripartite plan:

Freeman Perfume Co., Cincinnati, Ohio.

Gilbert Bros. & Co., Baltimore, Md.

Waterbury Laboratories, New York City.

Your Committee has just issued a supplement containing all the changes in rebate prices which have occurred since the issuance of the last rebate list, so far as it has any information or knowledge. As a number of these rebate lists still remain on hand, we think the supply will be amply sufficient to last during the ensuing year, and that no new issue of the book will be required during that time. While the demand for the rebate list as a whole has been large, we have been surprised at the meager calls from some directions. It seems almost incredible that any

wholesale house should so clearly fail to realize the necessity of the situation as to refrain from supplying their salesmen, pricers and buyers with these books, simply on account of the small amount of money required to buy them, and yet we have known of cases where this has been done.

Your Chairman, in laying down his mantle of office, desires to express to all those with whom he has been associated in this work his great appreciation of the assistance which he has received, and of the courtesy and respect with which he has been treated. He also desires to express to his assistants, Mr. F. E. Holliday and Mr. J. E. Toms, his obligations for the faithful and intelligent service and aid which they have rendered, and for which he has been so largely indebted. Respectfully submitted,

CLAYTON F. SHOEMAKER,

Chairman;

FRANK A. FAXON,

LUCIEN B. HALL,

WILLIAM A. HOVER,

C. F. MICHAELS,

THOS. F. MAIN,

WILLIAM J. WALKER,

M. N. KLINE,

J. C. ELIEL.

PRESIDENT WALDING: We will now hear the report of the Committee on Nominations of Officers.

Mr. Walker presented the report.

REPORT OF COMMITTEE ON NOMINATIONS.

To the President and Members of the National Wholesale Druggists' Association:

Your Committee on Nominations would respectfully report the following:

For President—W. A. Hover, Denver.

For Secretary—J. E. Toms, Philadelphia.*

For Treasurer—S. E. Strong, Cleveland.

For First Vice President—Wm. P. Redington, San Francisco.

For Second Vice President—Chas. F. Cutler, Boston.

For Third Vice President—L. N. Brunswig, New Orleans.

For Fourth Vice President—H. W. Evans, Kansas City.

For Fifth Vice President—John M. Hinchman, Detroit.

For Board of Control—Lucien B. Hall, Chairman, Cleveland, O.; E. D. Taylor, Richmond, Va.; Geo. W. Lattimer, Columbus, O.; A. B. Stewart, Seattle, Wash.; Chas. Cook, Portland, Me.

Respectfully submitted,

WILLIAM J. WALKER,

W. C. BROWN,

E. D. TAYLOR,

F. W. BRAUN,

WM. SCOTT,

Committee.

PRESIDENT WALDING: According to our rules, these nominations will be laid over two hours.

We will hear from Mr. Brunswig before the Committee on Time and Place of Next Meeting reports.

MR. BRUNSWIG: Mr. President and Gentlemen—Concerning the selection of a locality for your next meeting, I desire to present the name of our beautiful city for your consideration. New Orleans is in itself in a condi-

*The Secretary's office has since been removed to Indianapolis.

tion which many of you have not realized. The time of the meeting—that is, the period of the year—however, is a material consideration. I would be loth to invite you to meet in our city at this period of the year, owing to the intense climatic disadvantages. I suggest the spring of the year—spring means with us the 15th of February to March 1st; we have then an ideal season. Our gardens are in bloom, and while we can not present to you such tropical and luxurious growth as you have here at this beautiful spot, yet we believe that you would find our New Orleans gardens and grounds most attractive. I would suggest, prior to reaching conclusions, that New Orleans be considered, and that the time at which the meeting is to be held be changed to conform to our seasons. There is another consideration which I wish to call to your attention, and that is this: The carnival season in New Orleans has been pronounced by travelers and tourists from over the entire world as typical and ideal in its gradueur and its magnificence. I would, therefore, say to you, on behalf of our city, and on behalf of its drug trade, that should you elect to hold your next meeting in New Orleans, we will welcome you most heartily, and will throw open to your families and yourselves the courtesies of our social clubs, our carnival organizations, the incidental receptions created by these organizations—in fact, the hospitality of the most hospitable city in the South. I do not wish to reflect upon Richmond (I see my friend Mr. Taylor looking), but I should like very much to have the Committee consider the claims of our lovely city of New Orleans, and sincerely trust that proper consideration will be given to these remarks. [Applause.]

MR. DOBBS, of Atlanta, Ga.: About thirty-eight years

ago, after the close of the great fratricidal strife that shocked the entire world, General Sherman left on the banks of the Chattahoochee about four houses and a few smoking chimneys. In the midst of a country that lay in dust, undaunted by her defeat, there has arisen from those ashes a little city that is noted throughout the civilized world for her enterprise and for the diversity of her interests. I need not say that I refer to Atlanta, the center of what we sometimes hear referred to as the "New South." I don't like that expression. It is not the new South; it is the old South rehabilitated. I desire to especially call your attention to Atlanta. We would be glad to have you go down there. We will extend to you that warm, hearty, Southern hospitality that some of you have enjoyed, and possibly all of you have read about. We have not the antiquity of New Orleans, nor have we the carnival season which my friend Mr. Brunswig has referred to; neither can we boast of the aristocracy of Richmond, but we have enterprise enough down there, and—well, the modesty of an Atlanta man forbids me to speak very much about that. Gentlemen, we want you to come down there. We will be glad to have you. I will promise you the very best we have, and you know we Atlanta folks think we have got a whole lot. The census only gives us about 135,000 people, but, while they are not, many of them, very large, and they are not many very rich, yet we do cover an enormous amount of ground. Come to see us. [Applause.]

PRESIDENT WALDING: The Committee on Time and Place has considered these various cities. Perhaps there is some gentleman from Boston, who would like to make some remarks on the subject.

MR. CUTLER: Mr. President and Gentlemen—As a

member of the Committee on Time and Place, I think that our chairman, Mr. Faxon, should reply. His eloquence is so well known that I will ask him to reply for the committee and for Boston.

REPORT OF COMMITTEE ON TIME AND PLACE OF NEXT MEETING.

MR. FAXON: Mr. President and Gentlemen—I will be very glad to reply, but I will not promise to be eloquent. The committee met and considered the claims of these various cities. We had heard that an invitation would be presented formally here by our New Orleans friend and also by the gentleman from Atlanta, and we had one invitation from Niagara Falls, and an invitation extended by a member of the committee from Boston. We considered these different places very carefully. We know there is a strong disposition on the part of this Association to go further South than we have ever been. Last year we were down in Virginia. We had been there before, and we liked it so well that we went back. This year we are out in this country, which I suppose you may call West, in the far West, under the most delightful circumstances. The committee thought it might be well to have our meeting next year East and North. This long journey out here has involved a ride of unusual length for those who came, but it is very gratifying that so many felt like coming, and I am sure they are all very glad indeed that they are here; but next year perhaps we ought to make it a little easier for those who think that a long journey is a difficult thing to take. We met in Boston fifteen years ago, and we found great hospitality; in fact, you find that everywhere, all over this country. You will find that hearts are warm, wherever they are. The committee decided to recommend that, taking all

things in consideration, the meeting in 1903 should be held in the city of Boston.

PRESIDENT WALDING: According to our rules, this report will be laid over until our next session.

* (See Secretary's note below.)

The next order of business will be the report of the Auditing Committee, Mr. Davis, Chairman.

MR. DAVIS: The Committee is in session now, and is unable to make a report at this time.

PRESIDENT WALDING: The next order of business is the report of the Committee on President's Address.

Mr. Eliel presented the report, which was, on motion of Mr. Faxon, adopted.

* NOTE.—In this connection it is proper to state, as a matter of record, that the city of Cincinnati invited the Association to hold its next annual meeting in that city, but the invitation, which was forwarded by mail, did not reach Monterey until after the convention had adjourned. This invitation, which was a most cordial and pressing one, was extended by the various firms engaged in the wholesale and manufacturing drug and allied trades in Cincinnati, and also by the Cincinnati League, with the indorsement of his Honor, the Mayor of the city. It is to be regretted that the invitation did not arrive in time for consideration at the Monterey meeting, as it undoubtedly would have been greatly appreciated by those present.—SECRETARY.

REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS.

Gentlemen of the National Wholesale Druggists' Association—Your Committee on the President's Address begs to submit the following report:

Our worthy President having, with his usual consideration, left to the various committees the duty of placing before this body such matters of interest as have arisen in their several fields, contented himself with a clear, concise and forceful representation of the trade conditions for the year.

As he makes no suggestions and no recommendations, your Committee can only express its gratification at the favorable trade conditions which he outlines.

We commend his admirably written paper to the careful consideration of our members. Respectfully submitted,

J. C. ELIEL, *Chairman*;

GEO. W. LATTIMER,

THOS. F. MAIN.

MR. STEWART: I move that the election of officers be made a special order for 11 o'clock to-morrow. (Carried.)

MR. KLINE: I think we are getting along very rapidly with our business, and in view of the fact that the Proprietary Committee will have a very important session this evening, I move that when we adjourn, we adjourn to meet tomorrow morning, and omit this evening's session. (Seconded by Mr. Faxon.)

MR. MAIN: Would it be well to take that action now, until we see what business we have? The Board of Control has not reported. There may be a discussion on some of the recommendations made by the Board.

MR. KLINE: The hour of adjournment is very near at hand, and it seems to me that we can hardly anticipate what discussion there will be until the report is received. I am perfectly willing and very anxious that there should be ample time for the discussion of the report of the Board of Control, but it is well understood that the work of the Proprietary Committee is very important, and that they require ample time for their deliberations. That which has come before them was, I might say, not more than begun at the session which was held last evening. I am very anxious that ample time shall be provided for full consideration of everything that is likely to come before that Committee. I don't see how that can be done unless we omit this evening's session. We have before us still, according to our program, two sessions, and I don't know, without consulting the local committee, whether the entertainment tomorrow evening would interfere with a brief session; but if it would not, we might have a short session prior to the entertainment tomorrow evening. Personally, I am willing to defer the matter for an hour, if it is the desire of the Association to continue in session for another hour.

MR. HALL: The Board of Control has some very important reports here, and we should have time to give them due consideration, and if they are postponed until the very last moment we may not have time.

PRESIDENT WALDING: Gentlemen, you have heard the motion of Mr. Kline. What is your pleasure?

MR. KLINE: I am willing to withdraw it until nearer the close of this session.

PRESIDENT WALDING: Wouldn't it be well, gentlemen, to have a brief session this evening, and take up the

report of the Committee on Membership, and hear from the Auditing Committee?

MR. FAXON: I think that if we meet promptly at 8 o'clock, we could have an hour's session this evening, and it would not interfere with the work of the Proprietary Committee later.

MR. ELIEL: It seems to me it might be wiser to have an hour's session this evening, because we can unquestionably get through with a good deal that the Board of Control will have to present to us, and get that out of our way, and the sooner we do that the better. Then if discussion arises, or if a case comes up which requires further consideration, we would have plenty of time to give to it. Therefore, I move you that we have an hour's session this evening, and take up what may come before us. (Carried.)

PRESIDENT WALDING: We will have the report of the Auditing Committee now.

Secretary Toms read the report, which was, on motion of Mr. Main, received and filed for publication.

REPORT OF AUDITING COMMITTEE ON TREASURER'S REPORT.

To the National Wholesale Druggists' Association:

Your Committee have carefully examined the report of Treasurer S. E. Strong and have found the same to be correct.

JAMES E. DAVIS,
CHARLES HUBBARD,
H. W. EVANS.

PRESIDENT WALDING: The next order of business will be the reports of the Board of Control.

Mr. Hall presented the report of the Board of Control on Adulterations.

REPORT OF BOARD OF CONTROL ON ADULTERATIONS.

The Board of Control is pleased to learn from this report that there is at present less adulteration going on than at any time in the history of the drug trade, which indicates that we are reaching a higher standard. It is especially gratifying that such a high standard is required by the United States Custom House service on importations in our line.

With reference to pure food legislation, the Board believes that a national law would be far preferable to State laws on this subject, and our recommendation in favor of a national pure food law, with proper limitations, is submitted in connection with the report of the board on the report of the Committee on Legislation.

The Board also indorses the committee's recommendation that we should have on our statute books a law prohibiting, under severe penalties, the use of wood alcohol, refined or unrefined, in any compound for internal administration. We deprecate and denounce the use by any manufacturer, for the sake of greed and gain, of wood alcohol as an adulterant, thereby cheapening his product and endangering the lives of human beings.

The Board also recommends that this Association give formal expression to its approval of the plans which have been made public for the establishment of a drug laboratory by the Bureau of Chemistry of the United States Department of Agriculture, for the purpose of investigating the quality of the domestic drugs on the market and making public reports thereon, with a view to bringing about an improvement in their quality, through the

moral force of publicity. It is further recommended that the incoming Committee on Adulterations be requested to co-operate with the drug laboratory and that the Secretary be instructed to communicate the above expression of approval to the Secretary of Agriculture.

PRESIDENT WALDING: You have heard the report of the Board of Control on Adulterations. What is your pleasure?

MR. SNOW: I move that it be adopted.

MR. KLINE: I am in favor of the adoption of the report. I just asked Mr. Mayo whether it would not be well to suggest an addition in the way of placing ourselves on record as being willing to co-operate in the effort which the chief chemist of the Secretary of Agriculture is about instituting for the purpose of providing information or analyses, as I understand it, as to domestic goods, which, as Mr. Mayo stated in his address yesterday, will be on somewhat similar lines to the tests which are applied by the chemists of the custom houses on imported articles. I think it would be well for us to place ourselves on record as being in harmony with that idea, and that we should make an amendment to the report. I am in favor of the adoption of the report, with an amendment in that direction.

MR. HALL: The Board of Control will accept that amendment, and it can be added to the report.

PRESIDENT WALDING: Gentlemen, you have heard the report, with the amendment proposed by Mr. Kline. All in favor of its adoption will signify it by saying "Aye!" (Carried.)

Mr. Hall read the report of the Board of Control on the report of the Special Committee of Commercial Travelers, and the same was, on motion of Mr. Faxon, adopted.

**REPORT OF BOARD OF CONTROL ON REPORT OF
SPECIAL COMMITTEE OF COMMERCIAL
TRAVELERS.**

The report of the Special Committee of Commercial Travelers should be read by all travelers, as the principles it contains are the only ones on which a salesman can succeed. While the chairman of the committee has been a traveler for many years and reaches the same conclusion, his experience is not the same as that of the Dutchman, who said, "Honesty is the best policy, because he had tried them both."

Mr. Hall read the report of the Board of Control on Fire Insurance:

**REPORT OF BOARD OF CONTROL ON FIRE
INSURANCE.**

We recommend a careful perusal of this excellent report, and would call particular attention to the fact that in cities where the "Universal Schedule" is in force, the jobber practically is the maker of his own rate of insurance. This system of classification allows credit for care, watchfulness and all improvements decreasing the fire hazard, and makes corresponding debits for everything which increases the risk.

In cities where the "Universal Schedule" is not in force, the business interests would find it to their advantage to take such action so as to bring about in their respective communities the adoption of that method of underwriting.

MR. EVANS: I move its adoption.

MR. KLINE: I don't want to discuss every report that is brought in, but I hope somebody will discuss it. I hate to see my name in print when the proceedings come out and have Mr. Allison frown at me every time I get up. But I think a report like that ought not to be passed in that way. The gentleman who wrote that report took a great deal of trouble, and the Board of Control has given it a good deal of thought and has brought in a recommendation. The recommendation seems to me to be rather sweeping and, as I understand it now, I am not in harmony with it. But, at all events, just for the sake of differing with them, I would be disposed to discuss it so as to throw some sort of life into this meeting. I have always been dissatisfied with the way of hurrying things through. People come here from a long distance who have opinions on these subjects, and they sit silently by and let report after report go through without taking a hand in their discussion.

I don't know what the "universal schedule" is. May be Mr. Hall can explain it. In Philadelphia, if I understand what he means, it is that, as he says, we are given credit for everything that we do to lower our rates, and we are debited with everything that we leave undone to protect the risk. But, in addition to that, the universal system there means that, after having done everything that we know how to do, after having provided everything, the Board of Underwriters—which, let it be understood, is a mighty close corporation, and, if the President of the United States didn't say that the word was incorrectly used, I would say was a trust—the Board of Underwriters start at rather a high figure. That is simply a question of difference between us. They charge us, in the particular district in which we are doing business, 50 cents on every \$100 at the present time, for one rea-

son, which we think is not correct, and we are contending against it, and 25 cents, making a total of 75 cents, in parts of the city, based upon an arbitrary ruling by what I suppose is meant by the "universal schedule," which I feel some hesitancy, as a member of this organization, in indorsing as the proper method of doing business. We think that the individual risk should be credited for everything it can and does do, and, so far as that is concerned, I am in harmony with the report; but whenever it arbitrarily brings in concerns who do provide all these safeguards and imposes upon them a "universal"—that is the term used there—tax of 50 cents and 25 cents, including us and others with the most poorly protected risks, I don't know that I am willing to vote for the adoption of the recommendation that this "universal schedule" shall be extended. I simply raise that question and hope it will provoke some discussion.

MR. HALL: Mr. President, the universal schedule, as I understand it, means that where one does eliminate fire hazard he is credited with it, and if Mr. Kline has a better risk than some one else he gets credit for it. It seems to me that that is the only scientific way of insuring. In olden times the board made an arbitrary price. If you had a good fire risk, you were charged the same as some other establishments which had a poor fire risk in many cases. It seems to the Board of Control that this method of crediting a man when he eliminates these hazards and charging him where he is not careful and does not try to eliminate these fire hazards, is the correct principle.

MR. MACK: As I understand it, Mr. President, Mr. Kline's objection is as to the universal rate, which means,

I presume, that the fire insurance companies adopt, for wholesale stocks, a certain rate of insurance to begin with, and that when any severe fire has happened, they then adopt a new universal rate and raise the rates all around. In San Francisco we have not the sprinkler system, but we have what is called the auxiliary fire alarm, and a house that has that auxiliary fire alarm is credited with a certain percentage on their universal rate. But, as I understand Mr. Kline's objection, he thinks that the universal rate that has been adopted for wholesale insurance stocks is, to begin with, altogether too high, and that the tendency has been of late, whenever there is any fire in a drug house, to raise the universal rate. I know that a fire occurred in San Francisco in a hardware house, the rates on which are far less than on a drug house—a great deal less, and yet the loss was far greater. The water rusted the ware and the loss to the insurance company was far greater, I think, than happens in a drug house when there is a fire. There is a popular notion that the nature of our business is such that everything we have in the house is an explosive. I presume that, chemically, if you put things in certain contact with each other, you may form compounds that become explosives, but each standing alone is not so. I think myself that the rates are very high for drug stocks as a general proposition.

MR. HALL: Mr. President, I don't understand from this that we are establishing any rates, but that this is the principle on which the rates are made, and it seems to me to be the correct one.

MR. KLINE: I don't like to discuss it again. Mr. Mack did not quite understand me. The situation in Philadelphia may be peculiar, but I can hardly think how

it can be. What I object to is this universality, without regard to the original rate, which, as I said before, is a question between us of argument; we always think it is too high, and the insurance company says it is too low. We have in Philadelphia, as you have in every other city, large department stores. They happen to be built, a number of them, around the neighborhood of Eighth and Market streets, two or three of them covering an entire square, as we call it in Philadelphia, because it is square. The insurance companies suddenly took a notion some time ago that there was a tremendous hazard in having so large a quantity of goods massed together in two or three squares, and so, because there happened to be a very destructive fire in the city of Paterson, N. J., which burned out the greater part of the business section, and because the insurance business unquestionably has not been profitable for several years past, they got together, and this universal rate was made, fifty cents a hundred upon all insurance within a radius of seven or eight squares of this center at Eighth and Market streets, because, as they argued, if a fire ever broke out in Gimbel Brothers' establishment, or that of Lit Brothers, or in that of Strawbridge & Clothier, and there was a high wind and various other things, it would sweep the entire district. We happen to be outside the limit, but some of us are paying fifty cents a hundred under this universal rule, for what seems to many of us to be entirely wrong. There are in that district a great many concerns doing business, which are protected in every way possible. Of course, they get credit, as Mr. Hall says, for all these various things. If they have sprinklers they get credit, and if they have wire glass in their skylights they get credit for so much, and all that. I admit all of it. But having done all that, and having gotten credit for all that,

they are included in the general sweep of this decision that fifty cents a hundred must be charged. There are risks that pay sixty cents a hundred under this ruling, each getting credit, and then they are paying fifty cents—nearly double their usual rate—by reason of what they are pleased to call extra hazard—extra imaginary hazard. because that is all it is so far. There has been no conflagration in our city which has swept this or any considerable part of this territory. That is why I hesitate to indorse a universal rule, which I believe to be unfair and unjust to many people.

MR. SNOW: It seems to me that Mr. Kline misunderstands the recommendation of the Board of Control. I don't think that the Board of Control would object at all to the criticism that Mr. Kline makes in regard to the conditions existing in Philadelphia. The point Mr. Hall makes is that heretofore insurance has been done in an unscientific way. They are now reducing it to somewhat of a science, and Mr. Hall, for the Board of Control, recommends that other cities and towns that have not adopted it—that the local members who have not adopted it—adopt it.

MR. HALL: I will ask Mr. Kline if he would not prefer to have this system of insurance rather than the old system which we had before making the amount arbitrary?

MR. KLINE: We have in Philadelphia, in connection with business organizations with which I am connected, really felt that we would like to have competition. A universal rate, although it may be based on scientific principles, does not afford competition. We have none whatever.

PRESIDENT WALDING: It has been moved and seconded that the report of the Board of Control on Fire Insurance be adopted. All those in favor of its adoption will signify it by saying "Aye!"

The report was adopted.

PRESIDENT WALDING: The next order of business will be the report of the Board of Control on Memorials of Deceased Members.

Mr. Hall presented the report.

REPORT OF BOARD OF CONTROL ON MEMORIALS OF DECEASED MEMBERS.

The report of the Committee on Memorials of Deceased Members can not help but bring us to a sorrowful realization of the solemn fact that during the year just closed more of our members have passed over the river than in any former years, and we are again reminded that "in the midst of life we are in death."

Inasmuch as it has pleased Almighty God to remove from our midst those of our associates whose faces we shall behold no more, but whose memories will ever remain with us, we think it befitting that we should turn aside for a short time and pay tribute to our departed friends, who "builded better than they knew."

The Board of Control would therefore recommend that a time be set apart by our President, in which the report of the Committee on Memorials of Deceased Members shall be made a special order of business, so that all members may have an opportunity of saying a few words in memory of our friends who have gone on before.

We would also recommend that a committee of three be appointed by the President to draw up suitable resolutions in

memory of Ex-President George A. Kelly, who was one of our original members and an untiring worker in the interests of the Association; also of A. B. Merriam, who served our organization as its Secretary from its inception to the date of his decease, with the exception of a short period when he temporarily retired from the position.

We further recommend that a memorial page be set apart in the journal of this convention, upon which the names of our departed members shall be inscribed, and also that the report of the committee be adopted and printed in our proceedings.

MR. SNOW: I move the adoption of the report.

MR. MAIN: Before the motion is put, I would like to obtain from the writer of the report permission for the members from New York to add a few items to the notices in regard to the deaths of Mr. Lewis T. Lazell and Mr. Edward Kemp. I think we can supply some additional information.

MR. SNOW: We will be very glad to have them. I move the adoption of the report.

The report was adopted.

PRESIDENT WALDING: I will appoint Mr. Kline, Mr. Faxon and Mr. Main a special committee to draw up the resolutions in memory of Mr. Kelly and Mr. Merriam.

Mr. Hall presented the report of the Board of Control on Fraternal Relations, which was, on motion of Mr. Faxon, adopted.

REPORT OF BOARD OF CONTROL ON FRATERNAL RELATIONS.

It is gratifying to realize that a most excellent feeling exists, as a rule, among the three branches of the trade. In some instances, however, where buying clubs exist among the retailers and are treated as jobbers by proprietors who are not working in sympathy and harmony with the tripartite plan, more or less friction is produced. This is detrimental to the interests of the entire trade and could be eliminated if the proprietor would take cognizance of the real interests, not only of the wholesale and retail trade, but of himself, and refrain from selling his goods at best prices to clubs of this character.

In accordance with the committee's suggestion, we would recommend that the Committee on Proprietary Goods give this matter their most careful attention.

Mr. Hall presented the report of the Board of Control on Paints, Oils and Glass, which was, on motion of Mr. Littell, adopted.

REPORT OF BOARD OF CONTROL ON PAINTS, OILS AND GLASS.

The thanks of the Association are due to the Chairman of the Committee on Paints, Oils and Glass, for his very interesting report, which gives a complete history of the commodities in question during the past year, and we recommend a careful perusal of the same by all our members.

Mr. Hall presented the report of the Board of Control on Paris Green, which was, on motion of Mr. Snow, adopted.

REPORT OF THE COMMITTEE ON PARIS GREEN.

The report of the Committee on Paris Green is a very interesting résumé of the history of the article during the past year. From this report, it is evident that the most satisfactory method of handling Paris Green is the rebate plan. We therefore indorse the recommendation of the committee that the incoming committee use their best efforts to secure the sale of Paris Green under the rebate plan for the season of 1903.

Mr. Hall presented the report of the Board of Control on Revision of Pharmaceutical Lists, which was, on motion of Mr Kline, adopted.

REPORT OF BOARD OF CONTROL ON REVISION OF PHARMACEUTICAL LISTS.

The Board of Control regrets that this committee has been unable to accomplish any results. We are of the opinion that uniformity of pharmaceutical lists is extremely desirable, and would recommend the continuation of a committee having this end in view.

Mr. Hall presented the report of the Board of Control on Commercial Travelers, which was, on motion of Mr. Evans, adopted.

REPORT OF BOARD OF CONTROL ON COMMERCIAL TRAVELERS.

We commend this interesting report to the careful reading of our members, and would call particular attention to the recommendation of the committee that the question of decreasing the number of travelers should be considered by local associations. The board specially commends that portion of the report refer-

ring to the method of compensation for traveling salesmen. We believe with the committee that compensation by a fixed salary only is the correct basis, and if this system were employed by all wholesale druggists, it would go far toward preventing trade irregularities.

We also heartily indorse the valuable suggestion of the committee that each house should keep its travelers better informed as to the condition of the customers he visits, especially as to their credit relations.

Mr. Hall presented the report of the Board of Control on Trade-marks, which was, on motion of Mr. Hubbard, adopted.

REPORT OF BOARD OF CONTROL ON TRADE-MARKS.

This report shows that the Chairman of the Committee on Trade-Marks has given much careful consideration to this important matter, and we feel that he is entitled to our thanks for his labors. He has also cited valuable references to various cases decided during the past year in connection with the infringement of trade-marks. The report is commended to the careful attention of those who are interested in this question.

Mr. Hall presented the report of the Board of Control on the Secretary's report, and the same was, on motion of Mr. Main, adopted.

REPORT OF BOARD OF CONTROL ON SECRETARY'S REPORT.

The Board of Control considers our Association exceedingly fortunate in having one so capable as Mr. Toms who could step in and so ably take up the work for the unexpired time of our late lamented Secretary.

For the information and convenience of our members, the

Board of Control concurs in the recommendation of the Secretary that a list of *independent* local organizations of wholesale druggists in the United States, with the names and addresses of their officers, be printed and made a part of our annual report.

MR. HALL: I have here the report of the Board of Control on Credits and Collections. This is a very exhaustive report, and it takes up many things which we feel sure all of our members are deeply interested in. Perhaps it might be as well to leave this until there are more here, or we can take it up now, as you think best.

MR. TAYLOR: I move that it be postponed until the evening session. (Carried.)

Mr. Hall presented the report of the Board of Control on Transportation.

REPORT OF BOARD OF CONTROL ON TRANSPORTATION.

We heartily indorse the position taken by the committee in favor of having the classification of shipments in less than car-load lots entered on bills of lading, and we recommend that the incoming Committee on Transportation take up this matter with the proper authorities and use every effort to bring about the desired result.

With reference to the letter from the Chairman of the Executive Committee of the Inter-State Commerce Law Convention relative to the Elkins Bill, as no copy of this measure accompanied the letter, and the board is not familiar with its provisions, we recommend that the matter be referred to the incoming Committee on Legislation with power to act.

MR. HALL: The letter referred to has not been read. It is addressed to Mr. C. P. Walbridge, Chairman. If the members would like to hear it, Mr. Toms would

probably like to read it. It came in after the report was submitted.

The Secretary read the letter, as follows:

**LETTER FROM EXECUTIVE COMMITTEE OF INTER-
STATE COMMERCE LAW CONVENTION.**

MILWAUKEE, WIS., October 1, 1902.

*Mr. C. P. Walbridge, Chairman Committee on Transportation,
N. W. D. A.:*

Dear Sir—I had some correspondence a few months ago with Mr. J. E. Toms, Secretary of your Association, with the view of ascertaining if your Association is desirous of joining the movement for securing legislation enlarging the powers of the Interstate Commerce Commission, and he informed me that the next annual meeting of your Association is to be held October 7 to 11 at Del Monte, California, and gave me your address as Chairman of the Committee on Transportation.

I beg leave to present the matter to you for consideration, with the hope that your committee may see fit to lay it before the convention for such action as it may see fit to take. As a national organization, its influence upon legislation on the subject will be likely to be of considerable importance. Nearly all the commercial organizations of the country of any importance have taken formal action, urging Congress to enact legislation of this character, and the committee having charge of the work would be glad to have the additional influence of your Association in its favor.

The committee, as you are probably aware, secured the introduction of what is known as the "Nelson-Corliss Bill" at the last session of Congress, and after full hearings before the committees of the respective Houses to which it was referred, together with other bills upon the same subject, decided to accept what is known as the "Elkins Bill" as a substitute therefor, with

amendments agreed upon between the committee and the representatives of the railway interests, through whose influence the Elkins Bill was introduced, with the understanding that the attitude of the committee was to be neutral in relation to the second section of the bill, which authorizes the pooling of traffic or earnings, the convention by which the committee was appointed having taken no action on this subject.

Hoping that your Association may feel sufficiently interested in the subject to give formal expression to its sentiment, either by the adoption of resolutions urging immediate action on the part of Congress, or formally memorializing Congress to enact the needed legislation to give effectiveness to the orders and rulings of the Commission, I am truly yours, E. P. BACON, *Chairman*.

MR. KLINE: I move the adoption of the recommendation of the Board of Control. (Carried.)

MR. BRAUN: Mr. Chairman, on the subject of transportation, I would like to present the following resolution:

RESOLUTION FAVORING MAINTENANCE OF PRESENT POSTAGE-STAMP FREIGHT RATE.

Resolved, That it is the sense of the National Wholesale Druggists' Association that the interests of the wholesale and manufacturing drug trade of the country will be best subserved by the maintenance of the principle of the postage-stamp freight rate as it now exists; and that we object most strenuously to the effort now being put forth by certain sections to obtain graded rates, which would, in our opinion, tend to interrupt and demoralize the existing just and logical methods of conducting our business.

MR. SNOW: I don't think we quite understand it.

MR. STEWART: I move the adoption of the resolution.

MR. SNOW: I think there will be some discussion on this resolution. I don't understand it, for one. Will Mr. Braun explain it a little further?

MR. MACK: As I understand the situation, there are certain postage-stamp freight rates which are uniform now over the United States. Some jobbers in the Middle West have been petitioning the department to adopt a differential postage-stamp rate which will give them some advantage over other sections of the country. In our opinion, those rates should continue to be uniform, as they are at present, all over the United States.

MR. MAIN: I understand this refers to the present postal rate on merchandise sent out.

MR. BRAUN: No. I would say, in connection with that resolution, that the postage-stamp freight rates, as we understand them, are freight rates which at this time apply on transcontinental shipments, and which make it possible for the manufacturer in Maine, or in Pennsylvania, or in Georgia, or in Missouri, to ship his products to the Pacific coast at a uniform rate. It places the matter so that the manufacturers all over the United States are on a parity with regard to transportation rates to the Pacific Slope, and in that direction it facilitates the distribution of merchandise from the various producing sections of the country, and, of course, to that extent it enlarges the markets for the buyer on the Pacific Coast. I don't know whether I have made the question of what we understand by postage-stamp freight rates clear. It is a matter of having a freight rate on a given commodity the same from all producing sections of the country, so that each manufacturer in any section is on the same basis as the producer in any other section.

MR. SNOW: I didn't understand that there was any effort being made to make any change in that. It seems to me that it is very proper as it now stands, and that it ought not to be changed.

MR. BRAUN: An effort is being made to make a change, and we believe that it is the proper thing to maintain the present status.

PRESIDENT WALDING: You have heard the resolution. All in favor of its adoption will say "Aye!" (Carried.)

Mr. Hall presented the report of the Board of Control on Drug Market, which was, on motion of Mr. Walding, adopted.

REPORT OF BOARD OF CONTROL ON DRUG MARKET.

This report will be found valuable as a matter of record, and we commend it to the careful attention of our members when published in the annual proceedings.

MR. HALL: Mr. President, that is all of the reports that the Board of Control is able to submit at this time.

MR. TAYLOR: I have a letter from Major Norman V. Randolph, of Richmond, Va., expressing his regrets at not being with us. He made all his arrangements to come, engaged a sleeper and also rooms at the hotel, but, owing to a spell of sickness, he was prevented from being with us. He sent Mr. Antram, his Western representative, to represent him.

LETTER OF GREETINGS FROM MAJOR
N. V. RANDOLPH.

RICHMOND, VA., September 30, 1902.

Mr. William J. Walding, President National Wholesale Druggists' Association:

Dear Sir—I wish to express to you personally, and through you to the members of the National Wholesale Druggists' Association, my sincere regrets at not being able to be present in person at the twenty-eighth annual meeting of your Association.

Trusting that the work of your convention may be successful in every particular, and with the assurance of my kindest regards for all its members, I am, yours very truly,

(Signed) N. V. RANDOLPH,

By Mrs. N. V. Randolph.

On motion of Mr. Kline, the convention adjourned until 8 o'clock p. m.

FOURTH SESSION.

WEDNESDAY EVENING, OCTOBER 8.

PRESIDENT WALDING: Gentlemen, come to order. The Secretary will read the minutes of the previous session.

On motion of Mr. Faxon, the reading of the minutes of the last session was dispensed with.

ELECTION OF NEW MEMBERS.

PRESIDENT WALDING: The next order of business is the report of the Committee on Membership.

SECRETARY TOMS: This is the report of the Committee on Membership, which has been posted for twenty-four hours.

The Secretary read the report as printed on page 69.

PRESIDENT WALDING: What action will you take on this list of applications?

MR. MAIN: I move that these gentlemen be elected members of the Association.

MR. DAVIS: I offer as an amendment, that the Secretary be instructed to cast a ballot favorable to the election of all these applicants.

MR. MAIN: I accept the amendment.

The motion, as amended, was carried. The Secretary cast the ballot of the Association for the firms named in the report, and President Walding declared them duly elected members of the Association.

MR. FAXON: As the Proprietary Committee has a great deal of work to do, and should begin it early this evening, I move that we now adjourn, to meet at 10 o'clock tomorrow morning.

The motion was carried, and the Association adjourned until Thursday morning at 10 o'clock.

FIFTH SESSION.

THURSDAY MORNING, OCTOBER 9.

PRESIDENT WALDING: Gentlemen, come to order. The first order of business is the reading of the minutes of the last session.

Secretary Toms read the minutes, which were approved.

PRESIDENT WALDING: The special order of business is the report of the Board of Control on Memorials of Deceased Members.

MR. HALL: That report was read, but, as you will remember, there was a committee of three appointed to draw up resolutions regarding Mr. Kelly and Mr. Merriam, and this time was set apart for any one who wished to say a few words in memory of departed friends.

MR. KLINE: With reference to the resolutions in memory of Mr. Kelly and Mr. Merriam, the members of the committee have been so continuously occupied in other directions that all that has been done has been the drawing up by myself of some hasty and crudely written resolutions in reference to the death of Mr. Kelly. Mr. Faxon, another member of the committee, was asked to draw up some resolutions on the death of Mr. Merriam, and he found that he would be unable to do so this morning. Therefore, the committee asks that the latter resolutions, unless they can be prepared before the close of this session, may be drawn up and handed in in time for publication.

MR. SCOTT: I move that the Committee be given leave to print the resolutions when they are prepared. (Carried.)

MR. KLINE: I will read the resolutions in reference to Mr. Kelly.

RESOLUTIONS IN MEMORY OF EX-PRESIDENT GEORGE A. KELLY.

Whereas, Almighty God, in His infinite wisdom, has called our fellow member, Mr. George A. Kelly, from his temporal activities to his eternal reward;

Be it Resolved, That we, who have been privileged to be associated with him as members of this organization, place on record

our high appreciation of the valuable services he rendered the Association by his wise counsel, unerring judgment and unfailing loyalty to its purposes during its entire history.

That his public spirit as a citizen, unswerving integrity in his business, his purity of life, public and private, his affection and devotion as husband and father, his uniform courtesy to all with whom he came in contact, his deeply religious character, shown not only in his profession but in his life, all combine to make a record worthy of our emulation, and which will exert an influence for good so long as memory lasts.

Resolved, That we extend to the members of his bereaved family our sincerest sympathy in their and our irreparable loss.

Resolved, That a copy of this minute be engrossed and transmitted to the family of our beloved and honored friend.

RESOLUTIONS IN MEMORY OF SECRETARY A. B. MERRIAM.

Rich in the love and esteem of his family and friends, honored and respected by his fellow men, our beloved associate, Andrew B. Merriam, for twenty-six years Secretary of our Association, has laid down life's burden, and entered into his eternal rest;

Now, therefore, we, the National Wholesale Druggists' Association, in convention assembled, extend to his stricken family our sincere sympathy in their sorrow and affliction.

Knowing, as only those long associated with him could know, his high character and devotion to duty, we inscribe this page to his memory.

"We know not where His islands lift
Their fronded palms in air;
We only know we can not drift
Beyond His love and care."

MR. KLINE: The same action with reference to the resolutions upon the death of Mr. Merriam, namely, that

they be engrossed and transmitted to his family, is also a part of the recommendation of the Committee.

MR. SCOTT: I move that the report of the Committee be adopted and spread on the minutes.

MR. MAIN: In rising to second the adoption of the resolutions, I can not help saying a few words in regard to what I feel as to the loss the Association has sustained by the death of Mr. Kelly. Mr. Kelly was one of the early members of the Association, and was, you might say, one of its founders, and in his death we lose one of those men to whom the success of this Association is so largely due. We today are reaping the benefits of the work, the foundations of which they laid so deeply and so well. Mr. Kelly's sterling honesty and integrity have been referred to. I think no one who met him can fail to have been impressed by the strength of his character, and I feel that we have met with a great loss in his taking away. I second the adoption of the resolutions.

MR. LATTIMER: Mr. President, 'it seems that we ought to take a few minutes to remember a man like Mr. Kelly. In 1882, in November, I, as a young man of 22, went to the Cleveland convention, at the time when the Western Association was merged into the National Association. I there saw such giants as James Richardson, Mr. Gellatly, Mr. Strong, Mr. Kelly and a number of other such men, who have passed away, and I was greatly impressed with the giant-like men, it seemed to me, that were in that convention. Probably the feeling would grow on a young man like it would in reading about the heroes in history. When we take up the lives of such men as Washington, or Hamilton, or Jefferson, there is a halo about them which causes us to forget all of

their weaknesses. But among those men who impressed me the most was Mr. Kelly. I have been thrown with him more or less during all my twenty-two years of life in the drug business, and I never found him any other than one of the strongest, most honest men that I have ever known. I think we can draw a lesson from that man's life in the point of honesty. He was so honest that when he signed a contract, he signed it to be carried out literally, word for word. That is unusual. It ought not to be, but it is unusual. I think that nearly every one of us will say that the rebate plan, of which Mr. Kelly was one of the founders, has done great good. While the general aim of most of us is to carry out the rebate plan, if some one comes along with a large order, and some little deviation or exception enables us to get that order, we are very apt to take it. That is something that Mr. Kelly would not do. It was very forcibly brought out in my correspondence with him last summer through my duties as committeeman. When I first sent him the blank he wrote in large letters, and underscored it twice, "Nothing." There were several of us around the table when he gave a little dinner to us last winter, and I was very much surprised at the remarks he made there, and I felt as though Mr. Kelly had carried his honesty, not too far, but so far that he had lost some of the policy that seems necessary to carry on business today. He said that he felt as though a great many of the newer concerns had been built up by breaking contracts made under the rebate plan. For that reason he felt as though he wanted to be a free lance the rest of his life, and that he would not again go into any organization, although he subscribed to the rebate plan. When he sent back to me the blank indorsed with large letters, "Nothing," I could not help writing back to him an extended letter, apologizing

for the liberty. It seemed that the letter appealed to him somewhat, and he wrote me a long letter explaining the whole situation. He seemed to have come to the conclusion that strict integrity in signing contracts had been forgotten in some way by the present generation, hence he could not join another association.

I think that we ought to draw a lesson from Mr. Kelly's honesty and integrity and purity of life in that one point, that when we sign our contracts we ought to live up to them, and not undertake by equivocations and evasions to get ahead of our competitors. There is one statement that seems especially applicable to Mr. Kelly—the plain, simple, Anglo-Saxon statement that he was a *man*.

MR. ELIEL: Mr. Chairman, in arising to second the resolutions offered, I desire to say a word or two. I do not think that we are wasting our time or taking a moment that could be better used, than by pausing a moment where one of our comrades has fallen by the wayside. It was among the ancient Jews an honor to step to the grave of a departed friend and throw upon his bier a clod of earth. So we may well pause here for a moment today and think of these men, so long associated with us, who have gone to their eternal rest and reward. I well remember, young man as I am, the impression first made upon me, at the meeting in Philadelphia, by Mr. Kelly. His strong personality, his determination, his absolute and unswerving regard for truth and right, were exceptional, even among men of high standards. I yield to none in my admiration for that man. But I have risen here to say a word for the other friend we have lost.

It was my pleasure for many years to know Mr. Merriam, as perhaps but few among the younger men of this Association knew him. You knew him in our conven-

tions from year to year, always kind, always courteous, always considerate, but it was my pleasure for many years to know him as a fellow-man, a fellow-citizen and a neighbor. I knew him in his family life, and I say to you a sweeter life was never lived. It was indeed to me a matter of regret that when Mr. Merriam passed away, I was not in this country. As many of you know, a year or two ago he was almost fatally stricken, and after he had settled his affairs he sent for me, and I went to bid him good-by. None of his family or his friends ever expected him to recover from that sickness, and I shall never forget the spirit with which he seemed to finish up all his earthly affairs, and the feeling of constancy and of satisfaction with which he looked forward to the future. It was to me a revelation, a revelation of what a life should be, and how sweet and calm its end could be. But, in the wisdom of the Almighty, he arose from that sickness, and we knew him for a year or two after that. It was my misfortune to be abroad when the messenger finally reached him. He was calm and conscious; he knew the end was near at hand. He made every arrangement for his funeral. He thought of every friend, of every relative, of every detail, and it has always been a pleasure and a gratification to me that in that moment he thought of me, so far away, and asked that I be one of his pall-bearers. Unfortunately, I was not able to do myself that honor, but I deeply felt his friendship and his consideration at such a moment. It is for that reason, Mr. Chairman, that I felt called upon to say a word.

PRESIDENT WALDING: It has been moved and seconded that we adopt the resolutions. All in favor of the resolutions will please rise.

The resolutions were adopted unanimously by a rising vote.

ELECTION OF OFFICERS.

PRESIDENT WALDING: The next order of business is the election of officers. The Secretary will read the nominations.

SECRETARY TOMS: The following is the report of the Committee on Nominations, which was laid over in accordance with the rules.

The Secretary read the report, as printed on page 176.

MR. MAIN: Mr. President, I move you that Mr. Eliel be instructed to cast a ballot electing the officers nominated. (Carried.)

MR. ELIEL: Mr. President and Gentlemen—I desire to announce that your will has been performed.

President Walding declared the gentlemen duly elected to the offices for which they were nominated.

PRESIDENT WALDING: The next order of business is the report of the Board of Control on Credits and Collections.

Mr. Hall presented the report, as follows:

REPORT OF BOARD OF CONTROL ON CREDITS AND COLLECTIONS.

The Board of Control feels that the Association owes a vote of thanks to the Chairman of the Committee on Credits and Collections for his very able and exhaustive report. We would urge upon our members a most careful perusal of the Committee's remarks upon the subject of reducing the number of commercial travelers and effecting local consolidations, and we

heartily indorse the suggestion of the Committee that the Association recommend to the several local organizations that they undertake an intelligent study of the situation, having in view:

First—A horizontal reduction in their force of traveling salesmen, to an extent that will bring them in personal contact with their trade not oftener than once every thirty days.

Second—That where possible the number of houses in a territory be reduced either by the consolidation of one or more of the existing houses, or by purchase outright, by the members of the local associations acting together, of such houses the principals of which are inclined to retire from business.

With reference to credit insurance, we agree in the conclusion reached by the Committee, that this matter has not yet passed the experimental stage in our line of business, and we have no recommendations to offer upon the subject.

The Board of Control calls attention to the uniform inquiry and statement blanks which the Committee has placed on the Secretary's desk for distribution at this meeting, and would suggest that our members avail themselves of the same.

We fully indorse the recommendation of the Committee in favor of discontinuing the giving of receipts, and we would recommend that our Association adopt a similar resolution to that passed by the National Association of Credit Men upon the subject, as follows:

“Resolved, That the National Wholesale Druggists' Association, in convention assembled, indorse the practice of discontinuing the sending of receipts in all forms of remittances upon which the indorsement of the receiver will be a legal receipt, and we suggest that local associations take up the matter and put the proposed system into effect at the earliest practicable date.”

The Board further indorses the recommendation of the Committee that all remittance sheets accompanying outgoing remit-

tances be stamped to the effect that no receipt is necessary if the remittance is found correct.

It is gratifying that the committee is able to make such an encouraging report upon the growth of commercial training in colleges of pharmacy. To the intelligent, energetic and untiring efforts of the present Chairman of our Committee on Credits and Collections is largely due the adoption of this course of training by a number of such colleges, and we would recommend that the incoming committee continue the work so successfully carried on until our leading colleges of pharmacy, like New York, Wisconsin, Chicago, St. Louis, Louisville, Atlanta and others, are fully and completely committed to this course of training as a requirement for graduation. In this connection we cheerfully recommend the adoption of the following resolution submitted by the committee, viz.:

"Resolved, That the thanks of this Association are due to Prof. Joseph P. Remington for his efforts in behalf of commercial education in colleges of pharmacy as a requirement for graduation."

The Board is pleased to note from the report of the Committee that great progress has been made during the past year toward securing uniform terms and discounts throughout the country, and we earnestly hope that the desired end may be accomplished before our next annual meeting. In this connection we would recommend that the Association reaffirm the resolutions adopted upon this subject at our meeting in 1901, as follows:

"Resolved, That it is the sense of this Association that the adoption of thirty days and one per cent. for cash, as being the established terms in the sale of drugs and proprietary articles, is not only wise, but amply justified by sound commercial reasons and practice.

"Resolved, That we urge upon the local associations throughout the United States to continue the agitation of this subject,

as it is only through such local agitation that the desired end can ever be accomplished."

We also strongly indorse and recommend the passage of the following resolution as proposed by the Committee, viz.:

"Inasmuch as there now exists an almost unanimous opinion favoring the idea of shorter time and smaller discounts, irrespective of geographical locality,

"Be it Resolved, That the incoming Committee on Credits and Collections be instructed, and are hereby instructed, to continue their efforts to bring about by unanimous consent the adoption of terms uniform in time and discount."

MR. LATTIMER: Mr. President, there is one part of this resolution which, it seems to me, ought to be taken into consideration; that is, the recommendation that the incoming committee take up the question of uniform discounts. We are having considerable trouble in the Central West in regard to that point. It seems impossible to get a uniform discount as long as there are breaks in the discounts on rebate goods by such men as our Cincinnati competitors. I wish that something could be done in handling that part of it so that we could have uniform discounts. We have had a great deal of trouble in the last year throughout Ohio and Indiana about getting uniform cash discounts, and it is impossible for us to get them as long as there are all kinds of trade discounts on patent medicines through that section. It seems impossible to have that recommendation carried out until our Proprietary Committee is able to handle the larger question.

MR. MACK: Mr. President, I desire to say a few words upon the subject of the original report of Mr. Hover—alluding to the first portion of his report, that of

evolution, in which he speaks of two points in connection therewith. One is the "survival of the fittest." He makes use of that expression. The other is that of merging. While, of course, the one point, evolution, as he defines it there, may not seem to be evolution, but elimination, where he uses the expression, "survival of the fittest," I presume he means that some are to go out of business if they can not make it pay, and he speaks of another point—that of merging—which I think comes nearer to the purview of evolution. In the United States there has been going on for some time, I believe, merging of the character recommended in that report, and I should like, if it were possible, to get the information in any way at this time from any of the gentlemen present who have been interested in some of the merging projects, as to how the plan has worked, what snags they have run up against, and whether it is a success or not; or, if we can not get it at this time, I suggest that the committee endeavor to secure the information by correspondence with some firms who have already merged their business, so as to be able to tell us in a general way what has been the effect of it. It is a thought that has occurred to a number of us that that may be the next step to take previous to the entire elimination of the jobber from the field. Of course, all of this evolution is based upon one thing, cause and effect. One of the causes, it seems to me, is the fact that so many manufacturers nowadays, while they recognize the jobbers to the extent of supplying them with all the goods that they possibly can, also, at the same time, supply direct to the trade, to whom we are supposed to resell those goods, their preparations, at the same terms and prices at which they furnish them to the jobbers. That, to my mind, has always seemed to be an evil. While I admit that there may be conditions in

the manufacturer's business, where he can not overcome this, I will take the case of an established manufacturing business, where the proprietary article is well known and has a large sale, where one would think that the manufacturers could afford to be very rigid in their rules for doing business. I think that in many instances, after the jobber has been supplied with a quantity of goods to the full extent that he is able to secure to supply all his trade, whether it be to a large or a small retailer, the manufacturers have adopted the system of supplying the larger retailers with those goods at exactly the same terms on which they sell them to us. I think the jobber is a natural ally of the manufacturer. I think that the manufacturer is doing through the jobber his bookkeeping, a great deal of his office work, the freights that he pays, the discounts that he allows and the carrying of accounts—I think the jobber does it for him. I think he does it through the jobber at the present discount which he allows the jobber on his goods for a great deal less money than if he were to make that a direct feature of his business and adopt the system of supplying his goods directly to the retail distributor. I think it is a policy that the manufacturers should pay more attention to from now on, and that, if they do agree with the view that we are their allies, and that we are doing for them distribution for a great deal smaller percentage than they can do it directly for, that they should confine their business through their allies for distribution to retailers, and I think that if that were done they could demand a great deal more from their allies, the jobbers, so as to carry out for them the policies which they define in their contracts, to which we are parties. I think that the retailers will agree with that view to a great extent and that they will coincide with the idea that the goods should be distributed altogether by

the manufacturer, through the jobber, and not directly to the retailer.

MR. SCOTT: I move the adoption of the report of the Board. It contains only recommendations. There is nothing mandatory at all. It is only a suggestion as to what should be done, and I think the members of this Association, as a whole, are in sympathy with most, if not all, of the recommendations contained in the report.

MR. STEWART: Mr. President, referring to the remarks of Mr. Lattimer, I infer that the Board of Control makes its recommendations for the whole year's work. This Committee will have to depend largely on local associations securing uniform discounts in their particular locality. Where the jobbers can not succeed locally, the grievances referred to by Mr. Lattimer, namely, the cut-rate stores or violators of the tripartite plan, can be taken up by the national Committee. In some parts of the Pacific Coast 2 per cent. would be entirely satisfactory; at present one or two dealers give 5 per cent. and an additional 2 per cent., if asked. If the manufacturers give an extra 5 per cent., our generous friends will give six of it to the retailer. But we are now in position to adjust that, and I think within a very short time we will have it all adjusted to our satisfaction. Then we intend to take up the cash discount, and cut that down to one per cent. I, therefore, think the recommendations made are correct.

MR. BRUNSWIG: Relative to the question of shorter terms and reduced discounts, we in the South have treated the subject at length and quite exhaustively, and conclusions have been reached. We think it quite impossible for us to join in any such movement. From time

immemorial we have been subject to and absolutely at the mercy of the agricultural interests. Our planters make annual settlements, and many jobbers in the South carry accounts indefinitely. At the meeting of the Southern Wholesale Drug Club, held in New Orleans September 29, Mr. Hover's recommendation was fully discussed, and it was resolved that it would be quite impossible for the jobbers of the South to join in any such movement at this time. Instead of adopting a sweeping resolution, I would suggest that it be referred to various sectional interests for such treatment as may best be indicated by the logical conditions there existing.

MR. MAIN: I think the resolution makes the work of the incoming Committee burdensome, as I presume that under the resolution it would be the duty of the Committee to continue to work by correspondence with the various sections, with the view of inducing each to consider the advantages of ultimately adopting this plan.

MR. HOVER: There seems to be some little misapprehension, on the part of those who have discussed this matter, as to the attitude and the objects that the Committee have had in view for the last three years in agitating the question of uniform terms and discounts. At present the terms and discounts in various sections of the country are, in the main, 1, 1 1-2 and 2 per cent. Notwithstanding this, there is a greater or less degree of elasticity given the interpretation of those terms and discounts at the present time. While your nominal terms are thirty days or sixty days, as the case may be, and while your nominal discounts are 1, 1 1-2 and 2 per cent., as the case may be, you are not holding your trade or your customers to any one of those fixed discounts, or any one period of the terms on which you are supposed to be

selling your goods. The idea of the Committee was to establish a uniform basis, and to use that as a basis for the selling of goods now and hereafter, and that is one per cent. cash or on thirty days' time. Whether the one per cent. cash will be satisfactory in all sections of the country or not is somewhat in doubt; but as to the thirty days, the Committee, from replies received from all over the country, can see no reason why that should not be the new standard. That does not mean that you are going to collect your bill at the end of thirty days, any more than you collect it now at the end of sixty or ninety or 120 days, but it means that you can declare, if necessary, that a bill of goods is due at the end of thirty days, and the importance of such a leverage in the handling of credits will be recognized by every credit man. It will be an effort in the direction of minimizing your losses at the end of the year, and will enable you to control your accounts, as you can not control them under the present term of sixty days. The idea of the Committee is, not that you will be able to carry out the terms, should they be established fully, any more than you are now, but to start with a new basis and to be able, at the end of thirty days, to declare your bills due, and to act accordingly, if necessary.

MR. MACK: May I ask Mr. Hover whether the recommendation contained in his report relating to merging was based upon the present condition of affairs, or whether the recommendation was made after ascertaining that merging was a successful way of combating present conditions?

MR. HOVER: If I may reply to that question, I will say that the idea of merging, as contemplated by your Committee, was based upon the present condition

of affairs as they exist in certain localities, and the benefits of merging have been in the line as indicated to the Committee to any one who knows the circumstances. Take Boston as an example. Whereas, in Boston, there were many houses which were distributing in the smaller way, there are now a few houses which are distributing in a larger way, and that, in effect, was the meaning or the intent of the Committee in making its recommendation. The same condition that existed in Boston a few years ago exists in many other sections and centers, and if the same efforts that were used in Boston and that brought about the conditions there could be used in other sections, looking to the same end, we might be able to further better conditions as they exist in these various local centers.

MR. EVANS: I would like to ask how you are going to overcome conditions that exist in the section that we deal in, south of us—for instance, Texas? Druggists there are not members of this Association, nor will they affiliate with it. Nearly half of our trade is in that section of the country, all of them being free lances. We could not be expected, under those circumstances, to be tied on one side and allow our competitors on the other to have the full advantage of it. I don't see how it is possible, under any circumstances, for us to obligate ourselves to those conditions. We have competitors who are not on the same plane with us.

MR. HOVER: You have reference to the uniform terms and discounts?

MR. EVANS: Yes.

MR. HOVER: I want to say that the eight Texas jobbers—I think there are eight—are unanimously in favor

of the change in discounts, but it is not contemplated by the Committee that it will be possible to establish uniform terms and discounts unless they are unanimous. The Texas houses are on record over their own signatures.

MR. EVANS: Is the Oklahoma house?

MR. HOVER: They are on record. This Committee is in receipt of something like two hundred and seventy-five replies from distributors all over the United States, and, with the exception of a number that I can count on the fingers of one hand, there is no opposition. Within the last twenty-four hours I have received a card from South Carolina, with the notation "Delighted." That is the prevailing sentiment.

MR. EVANS: Not in my country.

MR. HOVER: We won't say anything about that. It is necessary to overcome some objections before it can be made unanimous; but, if those objections can be overcome—and the trend is that way—it can then be made unanimous.

MR. ELIEL: It seems to me that we have in this discussion evidence that we are in a new section of the country. We are threshing over old straw. All of us know we have gone over this ground so often that I don't believe there is a seed left in the stack. We are losing time here, because there is something a little confusing in discussing the recommendations of this Committee. Some of us are talking about mergers, while the rest are talking about discounts. It seems to me that it is hardly worth while for us to discuss the former except in an academic day, to pass the time and acquire such useful

information as we can get in these gatherings. Perhaps we might as well relegate that to the rear.

The matter of cash discounts is a live question, and concerns us all, and I do not think any of us differ about it. The conditions in the various sections of this great country are such that where it might be possible to introduce this reform at once in some sections, it would be absolutely impossible to do so in others, but I think we are all agreed that it is the right thing to do. We can afford to indorse it. There is nothing in the recommendations of the Board of Control that we can not indorse at once. It is a recommendation in the right direction. It aims in the right direction. We may miss the mark, but we must keep on shooting at it, and whenever the Committee on Credits and Collections can inform any one of us, I don't care what section of the country he does business in, that all of his immediate competitors are ready to go in, he will go with us. We need not discuss it here. We are all in favor of it.

MR. CUTLER: I will say, regarding mergers, that I would be only too happy to talk with any gentlemen here regarding the results in Boston. I would only say that they have been a success, but I wouldn't care to take the time of the Association to discuss this in open meeting.

MR. SCOTT: Question!

PRESIDENT WALDING: The motion, which has been seconded, is on the adoption of the recommendations made by the Board of Control. All in favor will signify it by saying "Aye." (Carried unanimously.)

PRESIDENT WALDING: The next order of business is the report of the Board of Control on Relations with Local Associations, City and Inter-State.

Mr. Hall presented the report.

REPORT OF BOARD OF CONTROL ON RELATIONS
WITH LOCAL ASSOCIATIONS, CITY
AND INTER-STATE.

The able report of this Committee indicates that the Chairman has given a great deal of careful thought and consideration to the subject in hand. The Board of Control fully agrees in the general view expressed in the report of the great value of local organizations, and would call attention to the fact that the work of encouraging the establishment of such organizations is now being taken care of by our Committee on Proprietary Goods. The report of that Committee shows that two new local associations or clubs have been organized among the wholesale druggists of the South during the past year. The Board would recommend that efforts be continued in the same direction.

MR. LATTIMER: Mr. President, I dislike to talk about Mr. Hall's report, but there were some very valuable recommendations in the report of our Committee, gathered from 150 letters that were sent to me from all over the United States. It may be useless to talk about it, because it is probably settled that the old-time work of the Proprietary Committee will be continued, and probably that is the better way. But I do think that the work should be, if possible, more aggressive. The local associations should be formed for active work. I know Mr. Holliday is doing good work. I don't wish to criticise him or any one else, but I was urgent and anxious in the report that more aggressive work be done. There are many sections of the United States that are very desirous of associations in their sections. It might be of some assistance to Mr. Holliday to take those letters and see what they are. However, he probably understands the situation.

The recommendation made as to paid secretaries of local associations is a very valuable suggestion. When wholesale druggists are made secretaries of local associations they give attention to the work only when obliged to do so. It is not their whole work; they are not pushing it. There is a great difference. Our older members have done a great work on the rebate question, but there are just as large problems for the present generation to handle, and we ought to take hold of them with a great deal of force and push. Mergers and consolidations will cover all of the conflicts and questions which will come before the Proprietary Committee. All the troubles you have all over the country would be corrected by closer contact with each other, and we very specifically recommended that the members of these local associations come together and meet often, and if they do not come together, let the paid secretary go out among them and urge them to come in. The whole strength of any particularly successful local organization has been meeting together often. If they don't have much business, let them come together and get acquainted, and all these things that we complain about and criticise here will disappear. I must say that I do feel disappointed that the recommendations of the Board of Control are not more specific. I also felt that local paid secretaries could work under a general secretary, but I recognize the legal difficulties that may arise. That feature can be eliminated, but the question of paid local secretaries ought to be in that recommendation. It will not cost any more money than is spent now if you will pay those men salaries, and you will feel that you have somebody to whom you can write, and urge action, and not be taking the time of some of your busy brethren.

MR. TAYLOR: I heartily indorse everything Mr. Lattimer has said. Some fifteen months ago I called a meeting of the jobbers of Richmond, Norfolk, Alexandria, Washington and Baltimore. We had representatives from each of those cities with the exception of Washington. In Baltimore we met with nearly every jobber in the city. Mr. Shoemaker, Mr. Kline and Mr. Holliday were present. We had a very pleasant meeting and there was quite a discussion about establishing a local jobbers' association, composed of the cities enumerated above. We were anxious to have a chairman and secretary selected from the city of Baltimore, but I regret that nothing has been done since this meeting; and, with the recommendation that Mr. Lattimer has made to the Association, I think this is a good opportunity to reorganize the association referred to. Great good can be accomplished from these local associations, but it is absolutely necessary to have a secretary in charge of the work.

On motion, duly seconded, the report of the Board of Control on Relations with Local Associations was adopted.

PRESIDENT WALDING: The next order of business is the report of the Board of Control on Legislation.

The report was presented by Mr. Hall and was, on motion of Mr. Snow, adopted.

REPORT OF BOARD OF CONTROL ON LEGISLATION.

In connection with the able report of the Committee on Legislation, we recommend the passage of the following resolutions:

"1. Resolved, That this Association heartily favors the passage of the Joy bill, reducing the tax on distilled spirits from \$1.10 to 70 cents per gallon, and that our incoming Committee on Legislation be requested to work with other commercial bodies to secure the desired legislation.

"2. Resolved, That we again place ourselves on record as being earnestly in favor of the passage of a national pure food law, with proper limitations to prevent the levying of penalties for technical violations of the same.

"3. Resolved, That the incoming Committee on Legislation co-operate with our sister association, the American Pharmaceutical Association, in endeavoring to secure a correction of the U. S. Treasury decision under which crude imported drugs, preserved by alcohol sufficient to prevent fermentation, are classed as alcoholic compounds."

The recommendation of the Committee favoring Bill H. R. 15239, known as the Lovering bill, to encourage the sale and exportation of articles of domestic manufacture, meets with the hearty approval of the board, and we recommend that the incoming Committee on Legislation use its efforts in favor of the enactment of this measure.

PRESIDENT WALDING: The next order of business is the report of the Board of Control on Suits Brought against Members.

The report was presented by Mr. Hall, and was, on motion of Mr. Scott, adopted.

REPORT OF BOARD OF CONTROL ON SUITS AGAINST MEMBERS.

The Association is again under obligations to the Committee on Suits against Members for the thought and labor they have given the cases in court, and we recommend that the same Committee be continued for another year.

Mr. Hall presented the report of the Board of Control on Proprietary Goods, as follows:

REPORT OF BOARD OF CONTROL ON PROPRIETARY GOODS.

In connection with the report of the Committee on Proprietary Goods, the Board of Control would offer the following resolutions:

1. Resolved, That we reaffirm the action of the Association one year ago, as expressed in the following resolutions:

"Resolved, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

"Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

"Resolved, That the Chairman of the Proprietary Committee be requested to continue his efforts to secure the acquiescence of each proprietor who sells his goods on the contract plan to such a list.

"Resolved, That the Chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported

violations of rebate terms, with power to take such action as may be proper in the premises."

2. Resolved, That proprietors are especially requested to exercise greater care and vigilance in regard to the signing of their contracts and in insisting that their rules on the subject shall be complied with.

3. Resolved, That it is the urgent recommendation of this Association that every wholesale druggist in the country, whether a member of this organization or not, should co-operate in every reasonable manner with the retail trade in its effort to secure protection.

On motion, the report and resolutions were unanimously adopted.

Mr. Hall presented the report of the Board of Control on the letter from the National Association of Retail Druggists, as follows:

REPORT OF BOARD OF CONTROL ON LETTER FROM THE N. A. R. D.

In connection with the letter from the Secretary of the National Association of Retail Druggists, the Board of Control begs to offer the following resolutions:

"1. Resolved, That the thanks of this Association be extended to the N. A. R. D. for the lists of persistent violators of proprietors' terms of sale, furnished by that Association, and that we urge upon our members the necessity of promptly placing these lists in the hands of all employes who have to do with the acceptance of orders, with positive instructions to see that the said terms are adhered to.

"2. Resolved, That we reiterate our former action in favor

of the distribution of proprietary articles at wholesale being confined to regular recognized wholesale druggists, and we urge upon our members the importance of carefully scrutinizing orders from wholesale grocers for restricted goods in unusual quantities.

"3. Resolved, That we will in the future, as in the past, heartily co-operate with the National Association of Retail Druggists in any practical plan that will improve the present method of distributing proprietary medicines and make the business of our retail friends more profitable."

With reference to the Joy bill for the reduction of the tax on alcohol, the Board has submitted a resolution favoring this measure in connection with the report of the Committee on Legislation.

On motion of Mr. Main, the resolutions were adopted.

MR. HALL: I move that the Secretary of our Association write a suitable letter to the Secretary of the National Association of Retail Druggists, embodying these resolutions. (Carried.)

MR. MAIN: I move the adoption of the report of the Board of Control.

MR. ELIEL: I second the motion.

MR. SCOTT: Mr. President, while I indorse to the fullest extent all that the gentleman has said in connection with this matter, I feel that there are a great many points that will need to be taken up before we can arrive at the happy condition where every one can make money without fear and without favor. There are cases among the proprietors where goods have been distributed through parties to whom they should not have gone, but it is a melancholy fact that the whole trouble does not lie with

the proprietors. They have sins enough of their own to answer for, and we had better take care of some that our Association is responsible for. There is one prominent house in this country, members of this Association, who are making more trouble in the Central West than all the proprietors combined. If two per cent. discount will not answer, they give five off. They will give five off and deliver the goods, or, if the party insists, just to make the thing comfortable all around, they will give an extra two per cent. for cash. What are people who are trying to live up to the obligations that have been imposed on them going to do under such conditions? Suppose a competitor comes into your own city and sells some of the best customers you have, and makes propositions such as have been indicated—not only makes the offers, but delivers the goods, and takes quite an amount of trade to which, geographically, he is not entitled, and which it is absurd to say could be got, unless inducements of that character were offered. The firm to which I refer has in the past disclaimed all knowledge of any such action on the part of themselves or any of their employes. Though I dislike to consider that any wholesale druggist would warp the truth, yet I feel that there is something radically wrong when goods can be shipped over 300 miles and delivered in a city where there are jobbers who are amply able to take care of the business. I think that something should be done by the Proprietary Committee to endeavor to head off the jobber who will not live honestly and abide by what he has agreed to. Then, I think, when we have taken the beam out of our own eye, it would be a good time to take the mote out of the proprietor's eye.

PRESIDENT WALDING: The motion, which has been seconded, is that we adopt the report of the Board of

Control on the letter from the National Association of Retail Druggists. (Carried unanimously.)

MR. HALL: The Board of Control has no more reports to offer at this time.

**VOTE OF THANKS TO MR. C. F. SHOEMAKER,
CHAIRMAN PROPRIETARY COMMITTEE.**

MR. KLINE: Mr. President, it has always been customary, when the Chairman of the Proprietary Committee was present at the meeting, for us to give some expression of appreciation of the work which he has done, and it seems to me that, in his absence, we certainly should do no less. This is Mr. Faxon's speech, and I suppose he will finish it. But I have been very close to Mr. Shoemaker. He is a very keen competitor of ours, and therefore, necessarily from that standpoint, I can not possibly love him as much as I ought to; but the work that he has performed during the last two years can well be said, by one who has had ripe experience, as I think I may claim to have had, to have been among the very best that has ever been performed for this Association. I recognize the fact that he has had two able and well-trained assistants—due to Mr. Faxon, who is a trainer of men as well as a maker of eloquent speeches. But, notwithstanding the fact that he has had two able and valuable and most competent assistants, the fact remains that exigencies arose which would have seemed to me very serious, and which would probably have induced me to take what might be regarded, in the light of present history, rash action. He has kept a very level head. He has come slowly and deliberately, but correctly, to decisions which have brought results, and I feel that our members can hardly express themselves strongly enough in favor of the work

that has been done during these two years. Mr. Scott has made a speech with special reference, I suppose, to one house or to one locality. He may know, and I certainly know, that such difficulties as he referred to have cropped up, and have existed more or less in certain sections of the United States, off and on, for the last ten or twelve or fifteen years. A great deal has been accomplished in the past by diplomatic action, and a great deal has been accomplished in that direction during the last two years. I think that it is a matter of the greatest possible regret to us all that Mr. Shoemaker feels called upon to insist upon declining to serve as Chairman of this Committee for the future. But I am so confident that we have in our midst material that needs but to be called to the front to prove that there are other men, plenty of them, in this organization, who will take up the work and conduct it properly and efficiently, that I have no apprehension on that score. Yet it does seem as if the very least we can do at the close of work of this character is to pause for a moment and express our appreciation of it.

In order to put it in concrete form, I move you, sir, that the thanks of this organization be hereby tendered to Mr. Shoemaker for the faithful performance of his work during the two years of his incumbency as Chairman, and that the Secretary be instructed to telegraph such action to him at once. [Applause.]

MR. FAXON: Mr. President, I feel that I, too, can say something in commendation of the services that have been performed by our present Chairman. I shall feel under undying obligations to him for relieving me in Chicago of a burden that had become so heavy that I felt that I could carry it no longer. I presented the situation to him in as pleasant a light as I possibly could do, conscientiously,

and labored with him a great portion of one night, and he finally, with great reluctance, accepted the position. The reason, I think, that he hesitated so long, was that he conscientiously believed that he would be unequal to the task of doing the work of the Association as it should be done; but, having taken up the burden and put his hands to the plow, he has not looked back, and we all owe to him a debt of gratitude. He has managed the affairs of the Association with rare skill and judgment, and he deserves well, not only of those who are here, but of every wholesale druggist in the United States. [Applause.]

The motion of Mr. Kline was unanimously adopted, and the Secretary accordingly telegraphed Mr. Shoemaker as follows:

HOTEL DEL MONTE, CAL., October 9, 1902.

C. F. Shoemaker, 515 Arch Street, Philadelphia:

Instructed to wire you thanks of Association for faithful performance of your work as Chairman during your two years' incumbency.

J. E. TOMS, *Secretary.*

PRESIDENT WALDING: We have some communications here which the Secretary will read.

The Secretary read the following telegram from the Chamber of Commerce of Stockton, Cal.:

**INVITATION FROM STOCKTON, CAL., CHAMBER
OF COMMERCE.**

STOCKTON, CAL., October 8, 1902.

W. J. Walding, Del Monte—Our Chamber of Commerce cordially invites you to visit our city before returning to your homes in the East.

W. P. STEINBECK.

The Secretary read the following letter from Prof. W. M. Searby, of the California College of Pharmacy:

INVITATION FROM THE CALIFORNIA COLLEGE
OF PHARMACY.

CALIFORNIA COLLEGE OF PHARMACY,
SAN FRANCISCO, October 7, 1902.

W. P. Redington, Esq.:

Dear Sir—I believe it is expected that most of the delegates to the National Wholesale Druggists' Association will visit San Francisco. If they do so, the directors and faculty of the College of Pharmacy would feel honored if they made a call at the college on Parnassus avenue. I understand that many of them will visit the Cliff House. If their time permits, they could call at the college on their way out. We are at work every forenoon, and should prefer to have them see the students in their working garb, for a plain empty building has few attractions, but our young folks are good specimens, and when not on exhibition are good steady workers. Will you kindly extend to them for us an invitation to visit us, and assure them that it will give us much pleasure to see them. Thanking you in advance, I remain, yours very truly,

W. M. SEARBY.

The Secretary read the following letter from the San Francisco Drug Clerks' Association:

INVITATION FROM SAN FRANCISCO DRUG
CLERKS' ASSOCIATION.

SAN FRANCISCO, October 6, 1902.

Secretary National Wholesale Druggists' Association, Del Monte:

Dear Sir—In view of the fact that members of your Association expect to be in our city a few days after the adjournment

of your Del Monte meeting, I am instructed by our Association to inform you that the doors of our headquarters are open to you.

The fact is appreciated that your time will be well taken up with engagements, but at a leisure interval, should you see fit to call, we wish you to know that in our cosy little quarters a heartfelt welcome awaits you. Very cordially yours,

O. EASTLAND, *Secretary*.

MR. FAXON: Here are a few matters that were referred to the Proprietary Committee, that I am ready to report upon. One is with reference to the Horlick Food matter.

Mr. Faxon presented the report of the Committee:

**REPORT OF PROPRIETARY COMMITTEE ON
"MALTED MILK" MATTER.**

With reference to the resolution of the Proprietary Association of America concerning the infringement of the Horlick's Food Co.'s product, your Committee on Proprietary Goods would recommend the adoption of the following resolution:

Whereas, This Association has always taken a stand in opposition to the introduction of proprietary articles the promoters of which seek to gain trade by the use of well-known trade names, which have been made valuable through the expenditure of much money and energy by the originators of the same,

Be it Resolved, That we recommend to our members that they discourage all efforts to make sales of any articles under the name of "Malted Milk" other than that manufactured by the Horlick's Food Co., of Racine, Wis., who originated this name.

On motion, the report and resolution were adopted.

MR. FAXON: This matter (indicating printed circular letter) has also been considered by the Proprietary Com-

mittee, and that Committee recommends that this matter be referred to the incoming Proprietary Committee. It is the complaint of the National Association of Retail Druggists against the Chattanooga Medicine Company. I presume every member has read it, and that it is unnecessary to read it here.

COMPLAINT OF THE NATIONAL ASSOCIATION OF
RETAIL DRUGGISTS AGAINST THE CHATTA-
NOOGA MEDICINE COMPANY.

CHICAGO, October 4, 1902.

To the Members of the Associations in the United States and Canada that are affiliated with the National Association of Retail Druggists—It becomes the disagreeable duty of the National Executive Committee to notify you as to the business methods employed by the Chattanooga Medicine Company, manufacturers of McElree's Wine of Cardui, Thedford's Black Draught and other preparations. This company is under obligations to our members for co-operation in bringing their products into popular favor, notwithstanding which fact the firm is placing its goods in the hands of aggressive price demoralizers and those who abet them.

Heretofore the members of the National Association of Retail Druggists have been very considerate of this firm, having at all times sold "without argument" their preparations when they have been called for. You are under no obligation to do this. Indeed, facts in the committee's hands clearly indicate that you are working against your own interests when you handle the preparations made by the firm under consideration. You have a right to take such steps as your best interests demand, and you are fully justified in treating the preparations of this firm in such a way as to prove unmistakably that you will not allow your interests to be trampled under foot by manufacturers whose welfare you have heretofore served.

The members of our Association have made known their wishes to the manufacturers of the country regarding the distribution of the proprietors' goods. Except in the case of a very few proprietors, these wishes are being complied with. It is but just to you that you should become familiar with the name of any firm that deliberately chooses to disregard your reasonable desires.

Having presented the facts concerning the methods of the Chattanooga Medicine Company so far as they relate to our members and the interests of these members, we ask each of you individually to take promptly such action as will be most effective in securing the ends we seek.

If, as a consequence of setting your reasonable wishes at defiance, the Chattanooga Medicine Company finds they have lost your patronage as well as your friendship, and if you decide, as thousands of druggists will decide, to throw the articles made by them out of stock, the manufacturers can blame only themselves for what has happened. Fraternally yours,

THOMAS V. WOOTEN, *Secretary*.

MR. ELIEL: I move the adoption of the report. (Carried.)

(See Secretary's note below.)

NOTE.—The National Association of Retail Druggists subsequently issued another circular reporting the satisfactory adjustment of this matter, and the same is printed on the next page, in order to make the record complete, and as an act of simple justice to the Chattanooga Medicine Company. SECRETARY.

(COPY OF N. A. R. D. CIRCULAR.)

"PRESENT SATISFACTORY ATTITUDE OF THE CHATTANOOGA MEDICINE COMPANY.

"CHICAGO, October 29, 1902.

"To the Members of the Associations in the United States and Canada that are affiliated with the National Association of Retail Druggists—Inasmuch as the Executive Committee of our Association has received satisfactory assurances from the Chattanooga Medicine Company that hereafter the goods of this firm will be distributed by it in a manner conducive to the welfare of the members of our Association, I am directed to say that the Committee recommends that the Chattanooga Medicine Company be given the good will and co-operation of our members which it has heretofore enjoyed.

"The Committee finds great satisfaction in making known to the members of the Association and the drug trade generally that the Association's future seems to be constantly growing brighter, and that the coming year gives promise of being one of great usefulness in improving the commercial condition of the retail druggists of the country. To this end the loyal help of every druggist who values his calling and is willing to work for its advancement is cordially invited. Fraternally yours,

"THOS. V. WOOTEN, *Secretary.*"

ELECTION OF EX-PRESIDENT E. C. FRISBIE AS AN HONORARY MEMBER.

MR. ELIEL: I desire to bring up a matter which will take but a moment, and I am sure no member present will object to it, although it is a slight deviation from our former course, and has no precedent. One of our friends and earnest workers, a man who has been constant in his attendance at our meetings, and who has served us

faithfully in every capacity on our boards, as chairman of committees, and finally as President of our Association, recently retired from the wholesale drug business. As an act of courtesy due to him, and due to any member who has served us and who is entitled to the thanks of this Association, I move you that Mr. E. C. Frisbie, of Hartford, Conn., an honored member and ex-president of this Association, now retired from the wholesale drug business, be put upon the list of honorary members of this Association. (Carried.)

PRESIDENT WALDING: I think our regular business is over, unless there is some miscellaneous business.

ELECTION OF CHAIRMAN AND VICE-CHAIRMAN OF PROPRIETARY COMMITTEE.

MR. FAXON: Isn't it in order at this time to elect a Chairman of the Proprietary Committee?

PRESIDENT WALDING: Yes.

MR. FAXON: I wish to make a nomination. Mr. Kline has well said that there is plenty of good material in this Association out of which to make a Chairman of the Proprietary Committee. The duties of that office are somewhat arduous, and yet the position is a most honorable one. I am going to propose the name of a man who has been a member of this Association for many years. He has been an active worker in every department of the Association, and he has had a long and wide experience on the Proprietary Committee. I take pleasure in presenting the name of John N. Carey, of Indianapolis, for Chairman of the Proprietary Committee. [Applause.]

MR. WALKER: Mr. President and Gentlemen—It gives

me great pleasure to second the nomination of Mr. Carey. I have known him in this Association for many years. He has been most active, and I believe he is entirely capable of performing the duties of that position as well as they have ever been performed before. I second the nomination.

MR. HOVER: I take great pleasure also in seconding this nomination. I move you that the election of John N. Carey, as Chairman of the Proprietary Committee, be made by acclamation.

MR. ELIEL: I move, as an amendment, that it be made by a rising vote. (Carried.)

MR. KLINE: Mr. President, the completion of the constitution of the Proprietary Committee, it seems to me, can hardly be said to be made by this Association unless we elect an assistant to Mr. Carey, who has just been elected Chairman. It being understood that the Secretary of the Association will also be the Secretary of the Committee, as heretofore, I would nominate Mr. F. E. Holliday as Vice-Chairman—the title has not been positively agreed upon, but I will use that term—Vice-Chairman of the Proprietary Committee, to assist the Chairman in his work during the coming year. (Carried.)

MR. THOS. P. COOK: Mr. President, inasmuch as the major portion of our members arrived at this beautiful spot in a body, it was the unanimous thought of all, as they journeyed across our country in a veritable palace on wheels, that some official notice should be taken of the elegant service rendered and of the close attention of those with whom we were brought in contact, as well as our appreciation of the unseen hands that guided us and

directed the movements of our train in arriving here. Therefore, I respectfully submit this resolution at this time:

**RESOLUTION OF THANKS TO A., T. & S. F. R. R. CO.
AND OFFICIALS FOR SPECIAL TRAIN SERVICE.**

Be it Resolved, That it is the sense of this Association that a public expression of appreciation is due the management of the Atchison, Topeka & Santa Fé Railroad for the perfect special train service provided to our members in their journey from Chicago to Los Angeles en route to Monterey. The train itself was of surpassing elegance and was equipped with every modern device for the comfort of travelers. The employes of the road omitted nothing that would contribute to the well-being of the party. We wish especially to acknowledge our indebtedness to Mr. George W. Hagenbuch, of the passenger department of the eastern division, who accompanied the party as far as Williams, Arizona. He was attentive to every detail and his charming courtesy was at all times unfailing.

To Mr. W. H. Matson, Jr., of the western division, our thanks are due. He spared no effort to please and continued his good offices until our journey terminated at Del Monte.

All along the line we felt that we were under the watchful care of loyal, competent men.

The dining-car service, under the Fred Harvey management, was beyond all praise; the cuisine would have done credit to the best metropolitan hotel.

No party of travelers ever crossed mountain and plain under conditions more pleasing, hence we unite in saying, "To the Santa Fé—all praise!"

The resolution was adopted.

MR. ELIEL: Mr. President, and Gentlemen of the Association—I have drawn a hurried resolution, which I will try and read. I wrote it myself, and it will be somewhat difficult to read it, perhaps.

RESOLUTION OF THANKS FOR ENTERTAINMENT
EN ROUTE TO MONTEREY.

Be it Resolved, That the thanks of our Association, and of each individual member, are due and are hereby extended to those kind friends by the wayside, whose generosity and kindly courtesy strewn our path with fragrant flowers and fruits; who held out to us across the dreary desert the fraternal hand of fellowship; whose thoughtful consideration made our journey "one eternal round of pleasure." Where all gave of their best, it is difficult to particularize, but we can not refrain from expressing our gratitude to the friends in Albuquerque, Redlands, Riverside and Los Angeles, whose efforts for our comfort and pleasure we shall ever treasure.

To meet and know these friends is in itself a pleasure and an education, to see the results of their efforts arouses our profound admiration, and we are glad that we can say with the poet of California, Bret Harte:

"Once more we see Portola's cross uplifting
Above the setting sun;
Once more across the headland slowly drifting
The freighted Galleon."

The resolution was adopted.

VOTE OF THANKS TO F. E. HOLLIDAY AND
J. E. TOMS FOR SERVICES.

MR. QUEEN: Mr. President, I wish to move a special vote of thanks to Mr. Holliday for the very valuable assistance which he has rendered to the Chairman of the Proprietary Committee during the past year. Mr. Holliday's genial and correct views of the many questions which have been presented, I have been informed by many druggists, have tended very largely to the success which the Proprietary Committee has met with during the past year. And, believing that he will render very valuable assistance in the future, I think that we should thank him for what has already been done.

MR. DOBBS: I wish to second that motion. Being an associate member in the proprietary business, I know something of Mr. Holliday's work. I have come in contact with him in several places, and I wish specially to thank him personally for the work that he has done in the South, a section of the country in which we have had, in past years, some little trouble. It is very gratifying to me to say that but one complaint has come to me this year from the South, and I found that that was a traveling man's yarn and without foundation. I heartily second the motion.

MR. GOOD: I also want to add a little tribute to our friend Holliday, and to thank him very kindly for the manner in which he has done his work in the East. When he first came after us, we thought he was a detective, but he proved to be a true friend to the proprietors. We admire him, and we admire the very generous, and I must say, very kind way in which he has always met the proprietors. We love the man.

MR. KLINE: Mr. President, I am sure Mr. Queen's motion meets with hearty favor. I just want to suggest that, in passing a vote of thanks to those who have had to do with the success of the Proprietary Committee's work, I think Mr. Queen has forgotten one man; that is, "the man behind the pen." I want, therefore, to amend his motion. It is true that the man who goes abroad has accomplished wonderful things. He comes in personal contact with genial spirits like Mr. Good and Mr. Queen, and the rest of them, and they learn to like him. But the man who takes care of the correspondence at home deserves also to be recognized. If we are going to pass a vote of thanks here, I want to add, as an amendment to Mr. Queen's motion, that thanks be also extended to the Secretary of the Proprietary Committee, Mr. J. E. Toms, who has done so much valuable work.

MR. QUEEN: I take pleasure in accepting the amendment. I had not forgotten Mr. Toms' valuable services, but it was my first impression that a separate vote of thanks should be tendered him. I take pleasure in accepting the amendment.

The motion, as amended, was adopted.

SELECTION OF BOSTON AS PLACE OF NEXT MEETING.

PRESIDENT WALDING: There is one more order of business, and that is the report of the Committee on Time and Place, which designated the city of Boston as the place of our next meeting.

On motion of Mr. Taylor, the report of the Committee was adopted.

MR. KLINE: I hope that somebody has been delegated

to prepare certain resolutions of thanks to the local committee for the splendid work they have done, and for the splendid entertainment they have provided. This is probably the closing session, and if no one has prepared such resolutions—

MR. FAXON (interrupting): Of course that should be done. I presume that some of our friends have been waiting until the Committee got through with us.

MR. KLINE: We can't do that, because I don't believe they will get through with us until about the middle of next week.

MR. FAXON: Some of us will probably be in condition by that time to write those resolutions.

SPECIAL COMMITTEE ON THANKS TO ENTERTAINMENT COMMITTEE.

MR. KLINE: I move that a special committee be appointed, of which Mr. Mayo shall be made chairman, to prepare resolutions in suitable language, interspersed with such poetry as he has given evidence he is competent to write, expressing in some faint manner the debt of gratitude that we owe to these gentlemen for having provided, not only this beautiful sunshine, which I am told is quite exceptional and happens only about six months in each year, but for the luxuriant flowers and these green trees, and all the rest of it. I certainly feel that something ought to be done by a committee that is competent to give it proper attention, which I am not competent to do. (Carried.)

PRESIDENT WALDING: I will appoint Mr. Mayo as

chairman, and Mr. Kline and Mr. Eliel to constitute the committee.

MR. BRUNSWIG: While we are passing votes of thanks, and showing all marks of appreciation to those who have been our good and faithful servants, I think it would be proper to go beyond votes of thanks; and, speaking for the South, I want to say, in behalf of Mr. Holliday, that when he reached us we were, as jobbers, almost in a condition of anarchy. We had absolutely lost control of our affairs, and through his instrumentality we were drawn into close personal contact, and proper remedies were applied, with results that were most gratifying. He did not stop at the evil existing among the jobbers, but he, at our suggestion, took up the conditions obtaining in New Orleans among the retailers. The price-cutting there was abnormal, and he, in a few hours, successfully inaugurated a movement that we had failed at various times to bring about. I therefore move, Mr. President, that a proper testimonial be given Mr. Holliday in recognition of his official services; something in the way of a token which he will look upon with pride and satisfaction. (Carried.)

MR. KLINE: I understand from the local committee that we will have an opportunity, before the entertainment provided for this evening, to be entertained with the installation of officers. I trust that when we adjourn, we will adjourn to meet at 8 o'clock, at which time the report of the special committee can be received and the installation of officers can take place.

PRESIDENT WALDING: The newly elected officers have asked to have the installation cut out.

MR. KLINE: The newly elected officers are our serv-

ants, not our "bosses." They may just as well understand that at the beginning of their administration as later. I move that the usual installation take place.

MR. MACK: I understand that at the installation of officers the ladies are to be present. That in itself is an entertainment, and as our entertainment this evening will be a very short one, we may make this a part of the program. I think Mr. Kline's motion should prevail.

The motion of Mr. Kline was carried.

On motion, the Association adjourned until 8 o'clock p. m.

SIXTH SESSION.

THURSDAY EVENING, OCTOBER 9.

PRESIDENT WALDING: Gentlemen, please come to order. The Secretary has a letter which he will read.

Secretary Toms read the letter, which was in regard to accommodations at the Palace Hotel in San Francisco.

PRESIDENT WALDING: There is one item of business that we want to take care of, which will be the final order. We will hear the report of the special committee that was appointed to draft resolutions of thanks to the local committee. Mr. Mayo will present the report.

Mr. Mayo read the report, as follows :

**REPORT OF SPECIAL COMMITTEE ON THANKS
TO ENTERTAINMENT COMMITTEE.**

Mr. President, Ladies and Gentlemen—On this committee has been imposed the pleasing, if onerous task of giving formal expression in words to the delight, the wonder and the admiration which has been roused in us by the rugged mountains, the vast chasms, the fertile valleys, and the picturesque coast land of this great Pacific Slope, and more particularly to give voice to those sentiments of gratitude and appreciation which we all feel for that hospitality which has taken us under its wing even before we reached the confines of this great State, which has made every moment of our stay a delight, and which, not content with giving us entertainment of unique and charming character before and during the meeting itself, still holds in store for us almost a week of sightseeing under the most favorable auspices.

Before I had made this journey from the Atlantic to the Pacific, I had, in common with others from the Atlantic seaboard, sometimes thought that the American citizen of the Western States and of the Pacific Coast was somewhat boisterous in his patriotism. Now, after this journey of near 3,000 miles across the well-kept gardens of the East, the vast grain fields of Kansas, the lofty mountain peaks of Colorado, the arid deserts of Arizona, the wonders of the Grand Canyon of the Colorado, and the verdant valleys of Southern California, to reach this garden spot of all the earth, and when I realize that across the length and breadth of this great land, with its diversity of scenery and climate, of products and of industries, we have a people of absolute homogeneity, with uniform institutions, with complete political liberty, speaking a common language and revering a common flag, I feel that I have erred in accusing you, gentlemen, of a too boisterous patriotism; for there are no words so powerful

and no orator so gifted as to give adequate expression to the feelings of intense patriotism and devotion which are aroused by a full realization of how vast the area, how wide the resources and how great the future of our country. I feel that in making this digression from the beaten path, I am but expressing the sentiments which must be aroused in every American of sensibility, when he, for the first time, traverses this broad domain and comes to a complete realization of the full significance of the term "Our Country."

It seemed to us, as we drove beneath the gnarled and twisted branches of the venerable cypress trees which were firmly rooted before the myrmidons of Alexander overran that narrow strip of soil around the Mediterranean which then constituted the known world, which were old, old trees when our dear Lord came to make holy forever the humble village of Nazareth, that this was indeed

"The forest primeval,
Where the murmuring pines and hemlock,
Indistinct in the twilight,
Stand like Druids of old,
With voices sad and prophetic,
Stand like harpers hoar with beards that rest on their
bosoms."

As we drove about the streets of Los Angeles, with all its wealth of tropic flowers,

"The mocking bird, wildest of singers,
Swinging aloft on a willow that hung over the water,
Shook from his little throat
Such floods of delirious music
That the whole air and the woods and the waves
Seemed silent, to listen.

Plaintive, at first, were his tones,
 Then, soaring to madness,
 Seemed they to follow our guide
 The revel of frenzied Bacchantes,
 Till, having gathered them all,
 He flung them abroad in derision
 As when, after a storm,
 A gust of wind through the treetops
 Shakes down the rain in a crystal shower in the branches."

Even old ocean has been made to yield its secrets, and we have seen with eyes of wonder, the teeming life beneath the waves.

Animated by feelings such as these, it is difficult to give, in formal phraseology, any adequate expression of our sense of obligation to you people of California. It is, therefore, with a sense of diffidence that I offer the following resolutions:

RESOLUTION OF THANKS TO ENTERTAINMENT COMMITTEE.

Whereas, The hospitality extended the National Wholesale Druggists' Association by the people of California, through the Committee on Arrangements, has been so constant, so bountiful and so considerate as to fill every moment of our stay in this wonderful land with delight; therefore,

Be it Resolved, by the National Wholesale Druggists' Association, That the thanks of this organization and of each member be extended to Mr. W. P. Redington, Chairman of the Committee on Entertainment, and to his associates, and to the ladies who have assisted them in making the visitors feel that the extension of these courtesies has been a pleasure and not a burden to the members of the Committee.

MR. MAYO: Gentlemen, I move you the passage of these resolutions. (Carried.)

PRESIDENT WALDING: We will now proceed with the installation of officers.

INSTALLATION OF OFFICERS.

MR. FAXON: Ladies and Gentlemen—I think it was Pope who said that “an honest man is the noblest work of God.” He might, with equal truth have said, “the modest man perhaps is the rarest.” In this Association it is merit only that lifts men to the highest places. The office always seeks the man.

A year ago, at Old Point Comfort, the office and Mr. Walding met in one of the obscure corners; Mr. Walding threw up his hands, and the office said, “I am glad at last that I have you corraled.” He has had a most successful and satisfactory administration, and he lays down the gavel of authority, and is to be congratulated, first, on the success of his administration, and further, on the fact that his heavy burden is now a thing of the past. Following him is another man whose modesty is equal to his ability; his head is as level as the pines in the state from which he comes, and as clear as the mountain air. He has not sought this place—the office has sought him. The composite eye of this Association has been on him for several years. Now here, in this beautiful spot, surrounded by these mountains that lift their heads in eternal sunshine and in the primeval forest, Mr. Hover, of Denver, is to be congratulated on being elected to the highest office in this Association, and I take great pleasure, ladies and gentlemen, in presenting him to you this evening. [Applause.]

MR. HOVER: Mr. President, Ladies and Gentlemen, Members of the Association—I certainly am deeply appreciative of the honor which you have conferred upon me in making me your executive officer for the ensuing year; the executive officer of an organization that has conferred greater benefits upon its membership, both socially and in a business way, than any other similar organization in the United States, and I think I may say without fear of contradiction, in the entire world; an organization which is deserving of the enthusiastic and loyal support of every jobber of drugs in the country. It is with a feeling of doubt and no little anxiety on my part that I assume the duties which you have assigned to me for the coming year, following, as I do, the leadership of the splendid men, many of whose faces I see around me now. You well know, however, that I have only the welfare of this Association at heart, and it will be my endeavor to do the best I can and to give as good an accounting as possible of my stewardship at the end of the year.

Ladies and gentlemen, I thank you. [Applause.]

MR. MAIN: Mr. President, I have the honor to present to you Mr. W. P. Redington, of San Francisco, the head of the oldest wholesale drug establishment on this coast, known as a man of action rather than of words, who has been elected First Vice-President of this Association for the ensuing year. [Applause.]

MR. REDINGTON: Mr. President, Ladies and Gentlemen, Members of the National Wholesale Druggists' Association—I feel highly gratified at having been elected to the office of First Vice-President of this Association. I fear, however, that you have made a mistake in selecting me for the office. All of you gentlemen have had more experience and are better able to fill the office than I am,

and I am afraid that I will not come up to your expectations. But you have seen fit to take chances on me, and I will do the best I can. I thank you for the honor. [Applause.]

MR. ELIEL: Mr. President, Ladies and Gentlemen—As is well known to you, in the old days of the pomp and pride and power of the ancient Empire of Rome, it was customary for the gladiator, as he entered the arena, to stop before the royal loge and, lifting his sword, cry “Imperator, those who are about to die salute you.” Tonight, Mr. President, we reverse this order and those of us who have already died, doff our caps to those who are about to be. I therefore take great pleasure in introducing to you, and to the favorable consideration of every member of our Association, Mr. Charles F. Cutler, of Boston, who has been elected First Vice-President.

Sir, the standard which we are about to place in your hands has ever been held high by those who have preceded you, and we who lay it down have every confidence that in your hands it will ever be held aloft, and for your efforts in our behalf we bespeak the hearty appreciation of our Association. [Applause.]

MR. CUTLER: Mr. President, Ladies and Gentlemen—I highly appreciate the honor of being an officer of this Association. I know that the duties of Second Vice-President are very arduous, but I hope I shall be able to discharge them successfully.

The next meeting of the N. W. D. A. will be held in Boston in September, 1903, and I take this occasion to extend to you all a very cordial invitation to visit our city at that time. I assure you the members of the wholesale drug trade and the members of the allied trades there will all do their very best to make that meeting profitable in

a mercantile way and successful socially. I thank you. [Applause.]

MR. WALKER: Mr. President, Ladies and Gentlemen—I have great pleasure in presenting to you Mr. L. N. Brunswig, of New Orleans, who has been elected by this Association Third Vice-President. Mr. Brunswig is one of the leading drug merchants of the South, and also has interests in Los Angeles, California. He is a man of affairs, has varied interests, and I believe he will do much for the benefit of this organization. [Applause.]

MR. BRUNSWIG: Mr. President, Ladies and Gentlemen—I appreciate most highly the honor which has been conferred upon me, and more especially upon the section of country from which I come. We at long distances are not often enabled to attend these meetings, and are therefore frequently at a disadvantage in so far as having the advice which conference affords. The gentleman who just preceded me made reference to the next place of meeting, Boston. It would have been our pleasure to receive and entertain you within our gates in the metropolis of the South, and, while we deplore the fact that Boston has gained a victory on this occasion, we sincerely hope that at the meeting in Boston, New Orleans will receive your attention, and in the event that this body should decide to select New Orleans as its subsequent meeting place I will most heartily welcome you in the name of our city and of the drug trade in general. [Applause.]

MR. FAXON: Mr. President, Ladies and Gentlemen—This Association has, as you have probably observed, a number of “Vices,” but we are not exhibiting any of the small ones to you this evening. My friend, Mr. Evans, who is now before you, is a neighbor, a competitor, and

a friend of mine, and he is always and everywhere a gentleman, a man of affairs in his own city, and now I am extremely glad that he has been placed in line where, in a few years, he will occupy the highest position in the gift of this Association. [Applause and cries of "Good."] It must give you all pleasure to know that this is so. I now take pleasure in presenting to you Mr. Henry W. Evans, of Kansas City, the Fourth Vice-President of the National Association.

MR. EVANS: Mr. President, Ladies and Gentlemen, Members of the National Wholesale Druggists' Association—I thank you very kindly for the honor that you have bestowed upon me in making me the Fourth Vice-President of this organization. I assure you it will be my aim and purpose to endeavor at all times to further the interests of this Association. I am sure that I speak the truth when I say that those whom you have chosen, with the exception of myself, to carry forward your banner for the next twelve months, will, at the end of that time, turn it over to you after the most successful year in the history of this organization. [Applause.]

MR. MAIN: Mr. President, I have the honor to present to you Mr. J. E. Toms, who is known to many of us by the name given him by one of our prominent members, as "the man behind the pen," on account of the efficient manner in which he has acted as Secretary of the Proprietary Committee of this Association. Mr. Toms has now been honored by being elected general Secretary of the Association, and I present him to you, sir, as such. [Applause.]

MR. TOMS: Mr. President, Ladies and Gentlemen—Our constitution prescribes that it shall be the duty of the

Secretary to keep a record of all meetings and preserve all correspondence of the Association. Nothing is said about his being required to make any speeches, and I shall therefore not attempt to inflict one upon you, even if I possessed the ability to do so. I will merely say that I am deeply grateful to the members of this splendid organization for the high honor they have conferred upon me in electing me their Secretary. I shall bring to the discharge of my official duties whatever ability I may possess, and I trust that my services may be such that you will wish me to continue in the office as long as it was occupied by my late lamented predecessor. Again I sincerely thank you. [Applause.]

MR. ELIEL: Mr. President, it is an old saying, trite but true, that "it takes all kinds of men to make a world." Some men we trust with our confidence, some with our money. Some men are like these beautiful blossoms that you see in this lovely park—very brilliant and showy, but of not much use otherwise. For others, Mr. President, we must go to the kitchen garden for a simile, and I have chosen the onion, unassuming but "Strong." I take great pleasure in introducing to our associates our honored Treasurer, the son of an honored Treasurer, Mr. S. E. Strong, of Cleveland. [Applause.]

MR. STRONG: Mr. President and Members of the National Wholesale Druggists' Association—I wish to apologize, before saying anything, for my appearance this evening, not being properly "gowned." I had no intention of coming until a friend of mine gave me a quiet tip on the side that if I did not make my appearance here this evening Mr. Eliel would give me an awful roast. That is why I am here.

I wish to thank you for the honor which you have again

conferred upon me in making me your Treasurer, and to say that I will fulfill the duties of the office to the best of my ability. [Applause.]

MR. WALKER: Mr. President, Ladies and Gentlemen—I have pleasure in presenting to you Mr. Lucien B. Hall, of Cleveland, Ohio, who has been elected Chairman of the Board of Control. Mr. Hall has acceptably served this Association for the past year, and as a reward for his good behavior and his work we have again given him the place of honor—the workingman's job—in this Association. He is fully competent to perform all of his duties, and as has been said of the Fourth Vice-President, Mr. Hall is also in line to take the head of the table. [Applause.]

MR. HALL: Mr. President, Ladies and Gentlemen—I believe that it is not expected that the Chairman of the Board of Control is to make a speech; if it is expected, you will all be disappointed. I am sure that it means work, and I am not particularly fond of work, especially in such a charming place as this. They tell me that the surroundings of this place are beautiful. I myself have not had a chance to behold them, but I have enjoyed meeting our members on the train as we passed over the states. You can not say of them as the Irishman did when called upon for a toast regarding his mother-in-law, "My mother-in-law, God bless her; but I don't insist on it." I expected that I might get this job another year, and I laid in quite a store of fine stories, but I was foolish enough to give them to Mr. Eliel on the train, and as he has told them all I will not detain you by repeating them. One of our Minneapolis friends said at Los Angeles that he was afraid to open his mouth for fear that he might go away and leave it. I am afraid

if I open mine too much this company might go away and leave me, and as there are others to follow, I will not drive this audience away, for I know you will be glad to hear them. I appreciate the honor you have conferred upon me and I assure you that we will do this work to the best of our ability. [Applause.]

MR. FAXON: Mr. President, Ladies and Gentlemen—My friend, Mr. Taylor, comes from the South and he always brings sunshine with him—a good deal of sunshine. Probably some of you have thought of him as a man whose strongest point was in entertaining, because he entertained us so beautifully at Richmond about five years ago and last year again at Old Point Comfort down on the Hampton Roads. But he is not only a gentleman who can entertain, and entertain well, but he is a man who can do business and do it well, and he has been chosen as a member of the Board of Control, which has, to a very large extent, the business of this Association in its hands. I have pleasure in presenting to you Mr. E. D. Taylor, of Richmond. [Applause.]

MR. TAYLOR: Mr. President, Ladies and Gentlemen—When I was elected to this position I had no idea of making a speech. My friend, Mr. Hall, informed me that he would do all my talking for me if I would assist in doing his work, which I propose to do. I thank you most sincerely for the honor you have conferred upon me. [Applause.]

MR. MAIN: Mr. President, Ladies and Gentlemen—I have the honor to present to you Mr. G. W. Lattimer, of Columbus, Ohio, a prominent member of the Ohio, Kentucky and Indiana Drug Exchange, who has done this Association good service as chairman of one of its

important committees, and who is the author of one of the ablest papers presented at this meeting. Mr. Lattimer has been honored by election to the Board of Control for the ensuing year. [Applause.]

MR. LATTIMER: I seem to be almost at the tail end of a pretty long line. I feel as though I am the tail myself at the present moment. I fear the words that our friend from New York has uttered are hardly true.

MR. GOOD: Don't let the tail wag the dog.

MR. LATTIMER: There is no danger of that. I thought that when I was elected to this place I was not getting a very serious job, but I am informed now that it is one of the most serious ones we have in the Association, and I feel as though there is less glory and more work in the job than in any you could offer.

As I look around and see the brave men and the beautiful women here, the fires of patriotism begin to burn, and I feel as though I can sacrifice myself to the work. I feel as though I would like to say to these ladies that if they will hold the standard high, all of the gentlemen here will try to get to it. Back in my home in Ohio there is one of the sweetest little women, whose every breath is a prayer for me and for my welfare, and I know that I will not betray her, and I don't believe any man here will betray you, if you ladies will hold the standard high. All that I can ask is that I may merit your brightest smiles and the commendation of these gentlemen when my work is finished at the end of the year. [Applause.]

MR. ELIEL: Mr. President, Ladies and Gentlemen—Some years ago, somewhere out in the wilds of Washington I think it was, a prominent citizen had fallen away and they sent for a neighboring minister to perform the

obituary. He made diligent inquiry in the neighborhood as to the conduct and character of the deceased, and he received a rather varied amount of information and was somewhat embarrassed as to what he could say when the crucial moment arrived. He finally said, "My brethren and friends, some people say this man was a good man, and some people say he was a bad man; but in our trouble and tribulations we have this consolation: he is dead." I have been informed, Mr. President, that I was selected for the honor of presenting this gentleman to this Association because I was the one in this body who knew the least about him, and was therefore best calculated to say those words which would seem at this moment most fitting and appropriate. I take great pleasure, therefore, in introducing to you Mr. A. B. Stewart, of Washington. [Applause.]

MR. STEWART: Mr. President, Ladies and Gentlemen—I thank you very kindly for the compliment paid the Northwest in placing one of its delegates on your Board of Control. I presume, of course, that it must be a compliment only for the Northwest, because personally I have a great deal of trouble in even controlling myself. On this trip I have sat up quite late some nights trying to control my friend Good, and failed. To say that this trip has been a pleasant one would not begin to express my feelings. I have enjoyed every moment from the day we left New York until we arrived here, and since we arrived here. Our firm have not been members very many years, and this is the first year that any one of our firm has attended the convention. I will say to you now that we will miss very few meetings in the future. I hope to be present in Boston a year from now, and I hope also to

have my good wife present, who was disappointed in this trip. I want her to meet you all. [Applause.]

MR. WALKER: Mr. President, Ladies and Gentlemen—I feel great pleasure in presenting to you Mr. Charles Cook, of Portland, Maine, who has been selected as a member of the Board of Control. Mr. Cook has served before upon this board and was found to be a most useful member thereof, and on account of his large experience on the Board he has again been selected. [Applause.]

MR. COOK: Mr. President, Ladies and Gentlemen—The fifth wheel of the coach was never known to make a speech. I come in as the last and the least, from the far East. I present to you the greetings of the state of Maine, but I will not inflict upon you a speech. I thank you for the honor, and I will endeavor to hold up the hands of the Chairman of the Board in all his good work. I thank you. [Applause.]

MR. FAXON: Mr. President, Ladies and Gentlemen—This is positively the last. My friend's name is Holliday, but he never gets a day off. He is a very busy man. Three or four hundred of us push the button, and he is supposed to do the rest alone. He is the Vice-Chairman of the Proprietary Committee, and before I leave him alone here, I perhaps would better finish up the business by saying that he is the assistant of "the gentleman from Indiana," whom we elected today as Chairman of the Proprietary Committee, Mr. John N. Carey. He is not here tonight to speak for himself, but I am sure you will all have the pleasure of seeing him and hearing him at Boston. I now have the pleasure of introducing the Vice-

Chairman, and Mr. Carey's assistant, Mr. Frank E. Holliday. [Applause.]

MR. HOLLIDAY: Mr. President, Ladies and Gentlemen—I am the last on your list of speakers, and I only wish there were one more preceding me; that the gentleman whom you have elected to the position of Chairman of the Proprietary Committee might be here to speak for himself. Those of you who know him know his strength and capacity, and you must all realize his courage in accepting this nomination by *télégraph*, as he did today. I believe, from what I know of the work of this committee, that through the guidance and advice of the man you have chosen the committee will follow in the good work which has been done by its well-known and illustrious chairmen, and I almost feel safe in guaranteeing to you that when Mr. Carey lays down his mantle, he will be in the same rank with his efficient predecessors. Speaking for myself, I do not belong to the speech-making part of this Association. As Mr. Faxon has said, I belong to the working gang. I hope that when this coming year is ended I may be able, perhaps, to not hear so much in such a public way as I have heard today of and to myself, but that I may deserve the kind words which I have had from you and which I thoroughly appreciate. [Applause.]

On motion, the convention adjourned.

THE ENTERTAINMENT.

Those who were so fortunate as to make the trip to California and participate in the sight-seeing and entertainments provided with such a lavish hand, will always cherish the most delightful recollections of their experience.

Leaving Chicago Tuesday evening, September 30th, on the magnificent special train of the Santa Fé Railroad, which was provided with all the luxuries and conveniences that heart could wish, the first stop was made at Kansas City on the morning of October 1st.

Members of the Commercial Club of that enterprising and hospitable city met the train with carriages and took the visitors for a drive to the various points of interest in the city, after which a tempting luncheon was served at the Coates House. The following is a copy of the menu:

LUNCHEON AT KANSAS CITY

Grape Fruit Cocktail

Pimolas

Frozen Cantaloupe Apollinaris

Essence of Sage Hen, en tasse

Broiled Sirloin Steak, Chateaubriand

Cucumbers Potatoes au Gratin

Tomato and Lettuce Mayonnaise

American Beauty Ice Cream

Assorted Cake

Coffee

Immediately after the luncheon the journey was resumed, and when Albuquerque, New Mexico, was reached on the evening of October 2d, baskets of choice fruits were presented to the travelers by Messrs. W. T. Walton, Page and Voorhees, George B. Williams, J. H. O'Reilly & Co., B. Vaughan and others in the drug business at Albuquerque.

From Williams, Arizona, the party made a side trip on their special train next day to the Grand Canyon of the Colorado, where a few hours were spent in viewing that most wonderful and awe-inspiring chasm.

Upon arrival at San Bernardino, California, the train was boarded by several members of the local Entertainment Committee from Los Angeles, and short stops were made successively at Redlands and Riverside on the afternoon of October 4th. The citizens of these hospitable places, under the auspices of their respective Chambers of Commerce, met the visitors at the train with carriages and drove them through their beautiful cities, out among the orange groves, along avenues lined with stately palms and rich with the fragrant perfumes of lovely flowers. The sudden transformation from the arid and cheerless desert to this veritable Paradise, teeming with innumerable fruits and flowers, was indeed most pleasing.

From Riverside the party went on to Los Angeles, which was reached on the same evening (Saturday), and there Sunday, October 5th, was spent. The hospitality extended to the visitors in this handsome and busy city was unbounded. The Los Angeles Chamber of Commerce and the California Association of Wholesale Druggists united in providing the entertainment, and they were certainly successful in making the day a most delightful one. Following a visit to the Los Angeles Chamber of Commerce, in the morning, came a trolley drive around the city and through its lovely parks. A luncheon was provided at Van Nuy's Broadway Hotel, after which the visitors were taken on a trip by trolley, via Hollywood, to Santa Monica, a pleasant resort on the Pacific Ocean. The party then returned to the city, after having spent a charming day.

The following gentlemen composed the Entertainment Committee for Los Angeles and vicinity:

LOCAL COMMITTEE.

Los Angeles.

F. W. BRAUN	H. JEVNE	W. C. PATTERSON
L. D. SALE	C. LAUX	C. B. BOOTHE
H. M. SALE	A. W. SKINNER	ROBT. MCGARVIN
W. H. PRESTON	HOMER LAUGHLIN	J. S. SLAUSON
A. B. CASS	CHAS. H. TOLL	ALFRED STERN
FERD K. RULE	JOHN TAYLOR	WM. LEITHEAD

Hollywood.

H. J. WHITLEY	E. S. FIELD	G. J. GRIFFITH
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Los Angeles-Pacific Ry. Co.

P. C. FIFE

Again boarding the special train, the travelers left Los Angeles Sunday night, and after a short stop the next morning at Santa Barbara, where many visited the old Spanish Mission and other points of interest, Monterey was reached the same evening (Monday, October 6th). Here the party bade good-by to the special train, and repaired to the celebrated Hotel Del Monte, where the convention was held, amid the beautiful surroundings of this lovely spot.

The entertainment features at Del Monte were very enjoyable, chief among them being the famous seventeen-mile drive to Cypress Point and through the old town of Monterey, which was taken on Wednesday, October 8th.

Following the sessions of the convention came an excursion on Friday, October 10th, to the Sorosis Fruit Farm of Mr. Frank M. Smith, of the Pacific Coast Borax Company, whose guests the members and their ladies be-

came for the entire day. The trip was made by train from Monterey via Santa Cruz, stopping at the Big Trees, and thence through the evergreen Santa Cruz Mountains to Los Gatos, where carriages were taken to the Sorosis Fruit Farm. While driving through the lovely Santa Clara Valley, baskets of choice peaches, fresh from the trees, were handed to the appreciative travelers, and a short stop was made at the Quito Ranch of Mr. E. E. Goodrich, who had provided refreshments for the party and also presented bottles of wine and olive oil to the members and ladies. Mr. F. W. Crandall, the manager of the Sorosis Fruit Company, escorted the party from Monterey to Sorosis as the representative of Mr. Smith, and he was most genial and thoughtful in his attentions. Upon arrival at Sorosis, the company sat down to a profuse luncheon, which was most temptingly spread on the lawn under the trees. The menu was as follows:

LUNCHEON AT SOROSIS FRUIT FARM

Shrimp Salad	
Dainty Chips	
Risotto Del Quito	
Olives	Pickles
Jointed Roast Chicken with Jelly	
Saratoga Chips	
Eastern Boiled Ham	Prime Roast Beef
Sandwiches	
Stewed Sorosis Prunes	
Ice Cream	Water Ices
Layer Cakes	
Salted Almonds	
Eastern and Swiss Cheese	
Punch and Wines	
Pacific Congress Springs Water	
Black Coffee	Tea
Coffee and Cream	Fruits

Mr. Crandall, in addressing the company, stated that Mr. Smith was absent owing to important engagements, and therefore could not personally welcome his guests, but had instructed him to say that everything on the place was theirs to eat, drink or carry away, the only exception being the office safe. The following letter was received from Mr. Smith:

**LETTER OF WELCOME FROM MR. FRANK M. SMITH
OF THE PACIFIC COAST BORAX CO.**

NEW YORK, October 3, 1902.

To the Members of the National Wholesale Druggists' Association:

Gentlemen—I desire to express my sincere regrets at being unable to welcome in person the members of the National Wholesale Druggists' Association, while my guests at Sorosis. I feel sure, however, that every courtesy and consideration will be extended to you by Mr. F. W. Crandall, manager of the Sorosis Fruit Ranch, who is acting as my representative.

Trusting that you will all have a most enjoyable time while at Sorosis and during the remainder of your stay in California,
I am, Very truly yours, F. M. SMITH.

After the luncheon, which was greatly enjoyed by all present, Mr. Thomas F. Main, of New York, presented the following resolutions, which were enthusiastically adopted:

RESOLUTIONS OF THANKS TO MR. FRANK M. SMITH AND MR. E. E. GOODRICH.

Resolved, That the members of the National Wholesale Druggists' Association highly appreciate the courtesies extended to them by Mr. Frank M. Smith, through his representative, Mr. F. W. Crandall, by which they have been enabled to study, by personal observation, an important branch of California's industries in a manner they could not otherwise have done.

Resolved, That the hearty thanks of our members are extended to Mr. Smith for his courtesy and hospitality, and that the Secretary be directed to forward to him a copy of these resolutions with the assurance that our visit to his beautiful ranch will be long remembered.

Resolved, That the Secretary be directed to convey the thanks of the Association to Mr. E. E. Goodrich, of the Quito Ranch, for courtesies extended to our members.

Happy speeches were then made by Mr. J. C. Eliel, Mr. Frank A. Faxon and President Hover, on behalf of the National Wholesale Druggists' Association, and they were responded to in eloquent terms by Hon. W. G. Lorigan, Superior Judge of Santa Clara County, and Mr. E. E. Cothran, of San José, the legal representative of the Sorosis Fruit Company.

Mr. Crandall, who accompanied the guests in carriages to San José, was profusely thanked and lustily cheered, being voted a most courteous and efficient representative of Mr. Smith.

From San José the party went by train to San Francisco, stopping at Palo Alto long enough to admit of a visit to the grounds and buildings of Leland Stanford University, including the magnificent new chapel.

San Francisco was reached the same evening, and the

next morning (Saturday, October 11th) the Local Committee on Entertainment took the visitors in charge and gave them a carriage drive through beautiful Golden Gate Park to Seal Rocks and the Cliff House, where an elaborate luncheon was ready. The tables were beautifully decorated with flowers and laden with a magnificent collection of California's choicest fruits, which were displayed in a most artistic and attractive manner.

On assembling about the tables, the visitors were welcomed by Mr. Adolph Mack, who acted as toastmaster, in the following words :

Ladies and Gentlemen : At the request of Mr. Redington, Chairman of the Local Committee, and on behalf of the wholesale drug trade of the Pacific Coast, and of the manufacturers, I bid you a hearty welcome today, and ask you to share with us a modicum of California hospitality. As the salt water has no doubt whetted your appetites, I shall not detain you longer now.

Luncheon was then served, the menu being as follows :

LUNCHEON AT CLIFF HOUSE, SAN FRANCISCO

Olives	Almonds
Oyster Cocktail	
Chicken Bouillon	
Terrapin en Cases	
Lamb Chops	Green Peas
Cresta Blanca Sauterne	
Roast Squab Chicken	
Cresta Blanca Burgundy	
Artichokes	Mayonnaise
	White Rock Water
Nesselrode Pudding	
Cakes	Coffee

MR. MACK: The most important thing that I have to announce now, ladies and gentlemen, is the fact that we have spent thousands of dollars to secure the best speakers in the land, who will entertain you today. The only man who will entertain us without charge, to begin with, is our President, W. A. Hover, of Denver. [Applause.]

MR. HOVER: Ladies and Gentlemen—Whenever I arise before a gathering of this kind, I am reminded of the story of the steamboat, which story is attributed to Abraham Lincoln. It seems that Mr. Lincoln was at one time pitted against a lawyer whose vocabulary was great, but whose ideas were few. After his opponent had spent some three or four hours in a long, rambling and irrelevant argument, he sat down. Thereupon Mr. Lincoln drew up his long, lank form and addressed the court and jury, saying: "Gentlemen of the jury, my friend reminds me of a steamboat that used to ply on the Sangamon river in years gone by. This steamboat had a boiler three feet long and a whistle six feet long, and every time the engineer blew the whistle the boat stopped. My friend is somewhat in the condition of that boat. Every time he opens his mouth his mind stops working." The experiences of the past ten days are of such a character that they mark an epoch in the history of the National Wholesale Druggists' Association, and it will be referred to hereafter as "THE meeting." From start to finish there has been a round of good fellowship and pleasurable experience—a continuous performance, so to speak; so much so that we are all beginning to feel like the statue of Venus di Milo, the reproduction of which stands in the beautiful park back of us—all broken up; broken up by the kindness and the hospitality shown us by our California hosts. The tongue of the average

wholesale druggist, which is the class I represent, is unequal to the demands of an occasion of this kind. It requires the silver tongue of a Faxon to respond to the toast, "Our Hosts," which I propose, and which we will drink standing.

MR. FAXON: Mr. Chairman, Ladies and Gentlemen—Our chairman, when we came into this room this afternoon, swept his hand in a careless manner over this table and said: "We wish to give you a modicum of our hospitality." In Missouri—and I always speak the dear old name with reverence—we would call this a square meal, if we ever had anything of this character to apply that term to. I hold in my hand what we would call in Missouri a prize cabbage at a county fair, and here it is simply a little artichoke. Look at this bunch of grapes—every grape a peach. Mr. Eliel stated the truth yesterday when he said that words failed, and if his words failed, what can you expect of mine? I wish I had a tongue that would be responsive to the thoughts of my brain and the sentiments of my heart. This has been what some of our people would call an eye-opener. My friend on my left, from Philadelphia (Mr. Kline), said that he had been amazed at the resources of this great country. Not only has Mr. Kline been amazed, but even our friends from New York and from Chicago have been surprised at the mighty resources and the wonderful things that we saw as we came along. Soon after we crossed the continental divide, we were taken up to the Grand Canyon of the Colorado, to me the most wonderful sight on earth. As I looked into the awful sublimity of that great chasm, it seemed to me that I felt as I would have felt if for the first time my eyes were turned upward to the silent stars. Why, you could put New York into that

chasm, and you could not pick it out with a spy-glass. As we traveled along, we found everywhere the most wonderful things. It seems to me that I have a higher reverence for the Creator after having made this trip. We have seen His work in the great mountains, lifting above the clouds; in the eternal ocean, with its constant murmurs, and in those trees that we saw at Felton yesterday, reaching skyward. But when we see the conduits leading from the mountains to the valleys, we say, not only "what hath God wrought!" but what has the hand of man wrought in transforming these stretches of wilderness into the most blooming gardens! We have before us in our committee representatives of the men who have done these things. I take off my hat to Mr. Redington and Mr. Mack and the people that they represent in these Coast States. [Applause.] Some of these people have been good enough to say that some credit belongs to me for bringing this party across the plains and the mountains. I don't refer to this for the purpose of having any bouquets thrown at me, but simply to point a story. If my efforts have been productive of what we have met since we crossed the continental divide, what we have seen and what we have enjoyed, culminating here today, then I feel like saying, with Simeon of old, "Lord, let now Thy servant depart in peace."

This is a wonderful country. We can not now forecast its future. It seems that everything, with an effort, can be produced here. Here is going to be built up a mighty commonwealth. Here are the gates to the Orient. Here is where the West fades into the rising East, and out yonder are the islands of the sea, where the Stars and Stripes are floating today and where they will float forever. [Applause.]

My friend Eliel is becoming restive, and I will draw

my halting remarks to a close. [Cries of "Go on!"] I only want to say, in explanation of the efforts I made at Old Point Comfort a year ago, that I knew that on this side of the great divide there was a bunch of good Indians that some of you people in the East knew not of. I wanted you to meet Chief William and his associate braves, Henry and Adolph and Charles, and others, who have made this visit a most pronounced success. In crossing the valleys and the plains, we have seen all kinds of beautiful flowers. We have been amazed at what we have seen in this fair garden from Riverside to the Cliff House. But wherever we have been, beautiful as have been the flowers we have seen, we have found no flower half so beautiful as the white flower of hospitality which we have found on this Coast. [Applause.]

MR. MACK: Ladies and Gentlemen—Mr. Hover, our President, told you a story at which I noticed you all laughed. A young lady told me a story at Monterey yesterday that made me laugh, and I am going to tell it to you before I introduce the next speaker. She told me about a young married man who had been married so short a time that he was still happy. After leaving his business, he rushed home one evening and trotted up the front steps and made a great deal of noise, so as to attract the attention of his wife, thinking that she would come out to meet him; instead of which the doctor came to the door and said, "Sh—, keep quiet, your mother-in-law is dying." The young man replied, "Doctor, don't make me laugh; my lips are chapped." [Laughter.] During the last few moments the look of care that has been on Mr. Walding's face has disappeared; it seems to me to be because he has laid down the cares of office. But he feels that he can not leave this burg without saying a

few words to you. I take great pleasure in introducing ex-President Walding. [Applause.]

MR. WALDING: Ladies and Gentlemen—At last I have an opportunity to say something. When I was elected President of the National Wholesale Druggists' Association, it was with the distinct understanding that I was to make no speeches. In referring to this to my friend Mr. Faxon this morning, he said, "You are not the President of the National Wholesale Druggists' Association, so it don't go; all promises are off."

I desire to thank the people of California for the generous hospitality shown us since we left the East. It has been a continuous performance in which we have all taken a part, and in which the people of California have been the principal actors. [Applause.]

MR. MACK: Ladies and Gentlemen—I take great pleasure in introducing to you Mr. Kline, of Philadelphia, who wishes to make a few remarks. [Applause.]

MR. KLINE: Ladies and Gentlemen—I think we all agree that we have very much to be thankful for, but I certainly owe an additional debt of gratitude to the Committee on Entertainment, and especially to our toastmaster, for saving me the humility of following with my few remarks the silver-tongued orator from Minnesota. I was wondering, having had no notice that I was to make a speech, what would happen if Faxon and Eliel should happen to speak and I should be called on later. I tried that once in Washington with Mark Twain preceding me, and I was so ingloriously snuffed out that I promised myself never to try it again. So I am especially indebted, and I want to tender my thanks to the toastmaster for saving the silver-tongued orator until the last.

I have often wondered where the Dutchman lived who said, "I went out into mine apple orchard to get some peaches to make mine frau a plum pudding mit," and I never thought it possible for any Dutchman to do that; but since I came to California I have made up my mind that that story is true, and that either a Dutchman or a Welshman or a Scotchman, or any other kind of a man, could go out in these orchards and do all that.

Much has been said, and it has been well said by others, of the debt of gratitude we owe not only to Mr. Faxon, who I think holds the original trade-mark on bringing us to California, but to those who furthered his efforts in making speeches at the Old Point Comfort meeting, at which I was present, to, if possible, induce our members to vote in a sufficient majority to bring the convention here. Much has been said of the debt that we owe to our friends, who, after we decided to come here, prepared this bountiful repast and entertainment in a manner which it would be utterly impossible for any of us to duplicate in New York (I commence with that city in due deference to its claims, so as not to have a row after we get away from here)—or Philadelphia (which has hitherto stood at the head of such entertainments)—because we have not the natural resources. We have the willing hearts, though in no greater measure than they seem to have them in California, but, as I said before, we have not the natural resources. It is impossible for us to fill a cornucopia like we have here unless we import the fruit from California. It would be utterly impossible for us to vie with anything like the profusion and the richness of the treasures that are poured out to us here in the way of entertainment. So that I really want to say, in behalf of these distinguished gentlemen who occupy the head seats at this feast, that we all feel

profoundly grateful, first, for allowing us to sit at this table, as well as to make speeches, and chiefly for permitting us to participate with you in the splendid entertainment which these friends have provided for us. And as has been previously suggested, if there ever comes up a serious question as to forming a "trust" on entertainment, I hope that Mr. Mack and his associates—of course stipulating that Mr. Redington should be a member and a prominent officer—will be at the head of this trust, and all I shall ask is to be allowed to sit at the foot of the table, and I will be satisfied. [Applause.]

MR. MACK: Ladies and Gentlemen—There is a gentleman present who stipulated that when he came to grace the head of the table, he was not to be called on to say anything. But he has taken exception to the remarks of Mr. Faxon to the effect that New York would be lost in the chasm of the Grand Canyon of the Colorado. I will call upon Mr. Allison, of New York. [Applause.]

MR. KLINE: Mr. Allison asked me to make a motion that he be allowed to print his remarks, and I move that that be done.

MR. MACK: Mr. Allison denies the impeachment, and I will now take great pleasure in calling upon Colonel Taylor, of Richmond. We want to hear from the South, which we all love.

A VOICE: General Taylor, I believe.

MR. TAYLOR: Plain Mr. Taylor. Mr. Toastmaster, Ladies and Gentlemen—As the lone representative of the grand old State of Virginia, I return to you my sincere thanks for the many entertainments that you have given us ever since our arrival in the State of California. Your

local committee deserves the sincere thanks of every member that is present, for they have left nothing undone that could contribute to our pleasure. I am fully aware of what this committee had to undertake, having had the same experience myself, and too much praise can not be given them. I again thank you in the name of my grand old State for the pleasure this committee has given us. [Applause.]

MR. MACK: I now take great pleasure in calling upon Mr. J. C. Eliel, who lives in Minneapolis and overlooks this entire country from the Northern part of the same. [Applause.]

MR. ELIEL: Mr. Toastmaster, Ladies and Gentlemen—I have been introduced to many audiences, as perhaps some of you know, but that is the coldest introduction I ever got, and I am extremely disappointed. I am usually introduced as the impassioned orator of the Northwest. Without a stimulus of that kind, I don't see that I can say anything. Really and truly, ladies and gentlemen, do you not think this is cruelty to animals? I have either got to have a new audience or a new Joe Miller, for I have told you every "chestnut" I ever heard, and some that I never heard, and here I am on my feet again. Somebody a moment ago said something about the State of California. Ladies and gentlemen, I have got clear beyond that State. I am in a state that will not permit me to make a speech that is adequate to the occasion. But, sir, I would be a churl and unworthy your attention if at such a moment as this, with such surroundings, in such an audience, with such bright eyes fastened upon me, I did not say something partially adequate to this great occasion. I wonder how many of you who crossed this continent a few days ago, surrounded by every com-

fort, by every luxury, your every want taken care of, took thought of those who first won it for us.

A year ago we met at Old Point Comfort, in that historic arena which witnessed the earliest struggles of this young republic, then a mere strip washed upon the east by the waves of the Atlantic Ocean, and bordered upon the west by a boundless and impenetrable wilderness. Through that vast and unknown country, peopled by treacherous foes, over hill and dale, through fen and field, inch by inch and foot by foot, our forbears won for us this continent, by conquest and purchase, to the Gulf, and finally across the Rockies and Sierras to this western coast, and gave to us this grand and glorious inheritance. And here we stand today in this great land of fruits and flowers; in this land where it is always afternoon, where birds e'er sing and flowers e'er bloom; in this favored spot which has the whole country behind it, and the whole world before it [applause]; here where we can sing with Bret Harte, the famous poet of California:

"Once more we see Portola's cross uplifting
Above the setting sun;
Once more across the headland slowly drifting
The freighted Galleon."

[Applause.]

MR. MACK: Ladies and Gentlemen—Before turning you over to the tender mercies of the photographer, we will listen to Mr. Mayo, who will take us into the realm of poetry and song. [Applause.]

MR. MAYO: Ladies and Gentlemen—I take it as most unkind on the part of the toastmaster to introduce me, the youngest speaker of them all, after that veteran who

has for so many years charmed you with his eloquence, and who has today risen to flights which have surpassed his grandest efforts. As I awakened this morning, my thoughts turned to those early years of my life when I heard my father—himself a '49er—who had dared the dreary wastes between St. Louis and Sacramento; who had fought the Indians upon the plains; who had found gold in the mountains and had returned to the States, narrate the thrilling story of his experiences. In recalling these memories I, too, was impressed, as one of my predecessors was, with the sacrifices which have been made in order that we might have this glorious country. And then my thoughts turned to the representatives who have come here, gathered from the furthest confines of this great country, and these thoughts took the form of rhyme.

From stern New England's rock-bound coast;
From far savannas of the South;
From where the Mississippi springs,
Down to its gulf-encircled mouth;

From the great city by the inland sea,
Whose buildings tower to the sun;
From where the tocsin of our liberty
First sounded to the minute gun;

From far Manhattan's crowded streets,
Where struggling millions strive for gold,
And crush and grind a human grist,
And reck not of the human soul;

From where the myriad cattle low,
And, patient, wait their humble doom;
Where mighty engines to and fro
Hurtle amid a Stygian gloom;

From where the mossy mountains tower
 Lofty above the spreading plain,
 And, frowning in majestic power,
 Show man's best efforts all in vain,

We gathering come, and speeding far
 Along that weary, dusty trail,
 Where those old heroes, scorning death,
 Fought their stern way with fists of mail ;

Where their white bones unburied lie
 Amid the arid desert waste,
 Where 'neath a brazen, burning sky
 The very air hath bitter taste ;

Across the mountains bare and sere,
 To where the orange and the vine
 Grow lush and green the livelong year,
 This land of flowers and gold and wine ;

Here we have found the Pactolian stream
 For which our fathers sought in vain ;
 Here we have found the bright, pure gold
 Which we had struggled long to gain.

But this red gold, this treasure rare,
 Ne'er found its lodgment in the earth ;
 Not deepest caves of ocean bear
 So vast a store of such great worth.

This gold lies in the hearts of those
 Who, thrusting other cares aside,
 Have welcomed to this land of flowers
 Their brothers from each country-side.

Mighty that land which, spreading broad
From ocean shore to ocean shore,
From Arctic snow to tropic sun,
Gives home alike to rich and poor.

Mighty that land within whose bounds
The teeming millions all find peace;
Nor serf nor peasant, slave nor hind,
Unwilling toils without surcease.

Mighty that land where brothers all,
With one accord and in one tongue,
Thy praises sing, O Liberty,
As never yet thy praise was sung.

All rose and joined in singing:

"My country, 'tis of thee,
Sweet land of liberty,
Of thee I sing;
Land where our fathers died,
Land of the pilgrim's pride,
From every mountain side
Let freedom ring."

MR. MACK: Now, ladies and gentlemen, you all supposed I had forgotten it, but I have not. We still have here Mr. Brent Good, who wishes to talk to you, in the first place, about the Mecca of this country—New York—and he particularly wishes to speak of the ladies, who all, of course, make it the aim of their lives to reach the Mecca of this country at some time. I take pleasure in introducing to you Mr. Good. [Applause.]

MR. GOOD: Mr. Chairman, Ladies and Gentlemen—

Mr. Mack must be a mind-reader. I did not wish anything of that kind. He supposed that I, being with the ladies, would like to say something. It will be very short.

I have just come from England, where I saw the coronation, one of the grandest sights I ever saw, with the Queen sitting beside the Prince of Wales. In this fair land I am reminded that we have a Queen with us, with the Prince Consort by her side—I refer to Mr. Queen. We have also a New-man and we have the new woman, and we have the ladies in waiting, Mrs. Mack, Mrs. Michaels, Mrs. Redington and others. We thank them all. And now let us all stand and drink to the health of the ladies of California.

MR. MACK: Now, ladies and gentlemen, we are in the hands of the photographer.

[Cries of "Michaels, Michaels."]

MR. MICHAELS: Ladies and Gentlemen—When this committee was formed, we were very uneasy about what we would do to entertain you. Of course, we had not been East, and did not know anything about how you do those things in the East. After a great deal of thought we concluded that we didn't know how, and that we would simply give you what California had, and that you have got. If you like it, we are very glad, and if you don't like it, why, good-by. [Applause.]

[Cries of "Redington, Redington."]

MR. MACK: He is not only "the man behind the gun," but the general who has directed all this thing.

MR. REDINGTON: Ladies and Gentlemen—I can not add anything to what has already been said. I can only say that I am glad that you selected California as the place for holding your convention, and we trust that

when you leave here it will be with pleasant recollections of your visit. [Applause.]

(Calls for Mr. Antram.)

MR. ANTRAM: Mr. Chairman, Ladies and Gentlemen—I will have to say, as did the young lady who had been sitting alongside of her best beau for about six hours, shyly gazing upward, “This is so sudden.” I am placed in the position of a man who was called upon unexpectedly to address a political meeting, and who said, “Ladies and gentlemen, if I only knew what to talk about, really I would be very glad to talk about it. Under the circumstances, I really don’t know what to talk about.” About that time a little boy up in the gallery said, “Say, mister, talk about a minute.” I feel also somewhat like the gentleman at a banquet (this is a little stock story which I always spring on such occasions) who was called upon for a speech. I believe the gentleman was from Iowa—I will say Iowa, in deference to our distinguished members from Missouri. There were a number of distinguished orators present, and the gentleman from Iowa felt somewhat embarrassed. So he arose, and said, “Ladies and gentlemen, this is an honor that I did not expect, and I don’t know really what I can say to add, as it were, an extra course to this excellent repast that we have just—ah—ahem—that has just been partaken of by this a—ah—magnificent gathering, and really I don’t know, especially—er, er—when we have such famous orators present as our distinguished after-dinner speaker, Chauncey M. Depew, who is on my right. I really feel that I shall have to—er—ah—go way back and sit down! As we all know, with Mr. Depew it is only necessary to drop a dinner in his slot, and up will come a speech—er—ah—I thank you.” Mr. Depew was then called upon and ad-

dressed the audience in a way which I can not imitate. He said, "Ladies and gentlemen, really I appreciate the introductory remarks that the distinguished gentleman from Iowa has just inflicted upon you." In his oration he said he thanked the gentleman from Iowa for stating that all that was necessary to do in his case was to drop a dinner in his slot and up would come a speech. So far as he could see, in the case of the gentleman from Iowa, "all that was necessary to do was to drop a speech in his slot and up would come a dinner." I assure you, ladies, that I don't want anything to come up with you, so I will not attempt to inflict a speech upon you. Mr. Faxon has said something about his being instrumental in bringing this convention here. I want to say that from the little experience I have had, there certainly is no more appropriate place to bring an organization of this kind than here, where the spirit of brotherly love and good-fellowship prevails, and where flowers bloom all the year round. While the flowers bloom here constantly, we should not forget that

"The world is full of roses,
 And the roses full of dew,
 And the dew is full of heavenly love
 That drips for me and you."

[Applause.]

[Calls for Mr. Walker.]

MR. WALKER: Mr. Toastmaster, Ladies and Gentlemen—With those who preceded me, I feel very grateful to Mr. Faxon, who told us about the fruits of the promised land. I am also pleased that he has not only led us through the wilderness, and into this beautiful place, but that he has also been permitted to see it again,

Something has been said about New York. I will briefly bring to your attention the fact that one New York man, in the person of Leland Stanford, came to this beautiful shore years ago and accumulated a great fortune, and left a lovely and noble wife, who was a townswoman of mine, and who, with her help, has left a memorial that will last forever, in bringing about the union of New York and California. Ladies and gentlemen, I appreciate all that has been done for us on this journey, and I shall go home with proud recollections of the visit and of the hospitality that has been offered to me and to our friends while on this coast. [Applause.]

The last day's entertainment was an excursion to Mount Tamalpais on Monday, October 13th, over "the crookedest railroad in the world." The members of the party were charmed with the magnificent view to be had from the summit of this peak, embracing as it does San Francisco City and Bay, the Pacific Ocean and the neighboring hills and valleys. After the visitors had feasted their eyes upon the entrancing beauty of the scene, they repaired to the Tavern of Tamalpais, where luncheon was served as per the following menu:

LUNCHEON ON MOUNT TAMALPAIS

	Bouillon in Cups
Olives	Sliced Tomatoes
	Fillet of Sole, Tartar Sauce
	California Wines
Cresta Blanca Sauterne (Wetmore-Bowen Co.)	
	Cresta Blanca Claret (Wetmore-Bowen Co.)
Lamb Chops	French Peas
	Roast Young Turkey
Cranberry Sauce	Mashed Potatoes
White Rock Water (Langley & Michaels Co.)	
Vanilla Ice Cream	California Fruits
Coffee	Cheese

Mr. Mack, of the local committee, presided at the luncheon. At its close, Mr. R. E. Queen, of San Francisco, who had been invited by the Entertainment Committee to become one of their members, and who took upon himself a full share of the arduous duties that were performed, was called upon and spoke as follows :

"Ladies and Gentlemen: We Californians are grateful to you for coming to this Golden State, as it is truly a delight to entertain such appreciative friends. Upon this mountain height, let us enshrine in our memories the exulting and exalting feelings of the hour, that we may oft renew them in the years to come ; for who can stand upon this peak and view the wonderful works of God, from the sun-crowned dome above to the fruitful valleys below, from the snow-capped Sierras, on the eastern border of the state, to the islands far out in the sunset sea, and not catch the inspiration of the scene. To crown all, gentlemen, you have brought with you the ladies of your party, who have contributed so greatly to our enjoyment, as every noble woman, by her benign presence, thrills our souls with joy and inspires us to climb the heights, not only of the earth, but intellectually and spiritually as well. Having thanked you for coming to California, permit us to express the hope that you may come again." [Applause.]

Thus ended a series of delightful entertainments, which will, as so aptly expressed by President Hover, cause the California meeting to be referred to in the years to come as "THE meeting."

The Committee on Arrangements and Entertainment, who deserved and received the warmest thanks of the visitors for the elaborate hospitality that was extended to them, was composed of the following gentlemen :

COMMITTEE ON ARRANGEMENTS AND ENTERTAINMENT.

WILLIAM P. REDINGTON, Chairman.	San Francisco, Cal.
HENRY MICHAELS.....	San Francisco, Cal.
ADOLPH MACK.....	San Francisco, Cal.
C. F. RICHARDS.....	San Francisco, Cal.
JAMES R. GATES.....	San Francisco, Cal.
C. W. SMITH.....	San Francisco, Cal.
R. E. QUEEN.....	San Francisco, Cal.
WILLIAM GEARY.....	Sacramento, Cal.
F. W. BRAUN.....	Los Angeles, Cal.
H. M. SALE.....	Los Angeles, Cal.
L. BLUMAUER.....	Portland, Ore.
JOHN FOSHAY.....	Albany, Ore.
C. S. JONES.....	Chicago, Ill.
A. B. STEWART.....	Seattle, Wash.
A. W. DOLAND.....	Spokane, Wash.
CLARENCE G. STONE, Secretary.....	New York, N. Y.
HARRY H. GOOD.....	New York, N. Y.
EDGAR D. TAYLOR.....	Richmond, Va.
J. E. TOMS.....	Philadelphia, Pa.
FRANK M. BELL.....	Chicago, Ill.
S. D. MATHER.....	Chicago, Ill.

Mr. Clarence G. Stone, of New York, who has for so many years acted as Secretary of the Committee on Arrangements and Entertainment, and who has, by his genial presence and courteous attentions, invariably added so much to the pleasure of those in attendance at the

meetings, was prevented from being present at the California meeting by the sad death of his wife, which occurred only a short while before the date of the meeting.

Mr. Stone was greatly missed at the meeting, and many were the expressions of deep regret and sincere sympathy for him in his affliction. Mr. Stone has endeared himself to our members by his unfailing courtesy and his untiring devotion to the work of the Association, and it was with profound sorrow that the members learned of the loss he had sustained in the death of his beloved wife.

ROSTER OF ATTENDANCE.

GENTLEMEN REGISTERED.

A

W. O. Allison, "Oil, Paint & Drug Reporter," New York.
H. A. Antram, Randolph Box & Label Co., Chicago.
F. Aschenbach, Aschenbach & Miller, Philadelphia.

B

Willis Bailey, Bailey Drug Co., Zanesville, O.
Edward L. Baldwin, Ferry Drug Co., San Francisco.
Arthur Bell, Dodge & Olcott, New York.
Frank M. Bell, Armour & Co., Chicago.
Edward Berwick, Pacific Grove, Cal.
Franklin Black, Chas. Pfizer & Co., New York.
Wm. O. Blanding, Blanding & Blanding, Providence, R. I.
L. B. Bridaham, Davis-Bridaham Drug Co., Denver.
F. W. Braun, F. W. Braun & Co., Los Angeles.
E. H. Brown, Johnson & Johnson, New Brunswick, N. J.
R. E. Brown, Bloomington, Ill.
W. C. Brown, Orr, Brown & Price, Columbus, O.
Albert Bruen, Bruen, Ritchey & Co., New York.
L. N. Brunswig, L. N. Brunswig & Co., New Orleans.

C

Chas. H. Camp, The Centaur Company, New York.
A. L. Carter, Resinol Chemical Co., Baltimore.
Dr. M. H. Carter, Resinol Chemical Co., Baltimore.
Chas. Cook, Cook, Everett & Pennell, Portland, Me.
Thos. P. Cook, N. Y. Quinine & Chemical Works, New York.
F. W. Crandall, Sorosis Fruit Co., Saratoga, Cal.
Thos. M. Curtius, New York.
Chas. F. Cutler, Eastern Drug Co., Boston.

D

James E. Davis, Michigan Drug Co., Detroit.
W. T. Davis, the "Star" and "Times," Kansas City.
S. C. Dobbs, Coca-Cola Co., Atlanta.
L. R. Dronberger, Mallinckrodt Chemical Works, St. Louis.

E

J. C. Eliel, Lyman-Eliel Drug Co., Minneapolis.
H. W. Evans, Evans-Smith Drug Co., Kansas City.

F

Frank A. Faxon, Faxon, Horton & Gallagher, Kansas City.
Henry D. Faxon, Faxon, Horton & Gallagher, Kansas City.
Thos. R. Flood, Plasmon Co. of America, San Francisco.
Seth A. Fowle, Seth W. Fowle & Sons, Boston.
Clarence W. Fox, Fox, Fultz & Co., Boston.

G

W. F. Geary, Kirk, Geary & Co., Sacramento, Cal.
Brent Good, Carter Medicine Co., New York.

H

Wm. Henry Hall, Hall & Ruckel, New York.
Lucien B. Hall, Benton, Myers & Co., Cleveland.
Wm. A. Hamann, Roessler & Hasslacher Chem. Co., New York.
W. T. Harper, Jr., J. W. Edgerly & Co., Ottumwa, Iowa.
A. W. Hawkes, General Chemical Co., Chicago.
Walter Henderson, American Can Co., New York.
Joseph F. Hindes, Emerson Drug Co., Baltimore.
Geo. R. Hillier, R. Hillier's Son Co., New York.
J. L. Holland, Official Stenographer, San Francisco.
F. E. Holliday, N. W. D. A., Philadelphia.

J. L. Hopkins, J. L. Hopkins & Co., New York.

Wm. A. Hover, W. A. Hover & Co., Denver.

Chas. Hubbard, Chas. Hubbard, Son & Co., Syracuse, N. Y.

J

C. S. Jones, Powers & Weightman, Philadelphia.

R. S. Johnston, Merck & Co., New York.

K

M. N. Kline, Smith, Kline & French Co., Philadelphia.

C. Geo. Knogness, the "Call," San Francisco.

L

Geo. W. Lattimer, Kauffman-Lattimer Co., Columbus, O.

Emil Levi, C. F. Boehringer & Soehne, New York.

F. E. Lewis, Wm. S. Merrell Chemical Co., Cincinnati.

C. S. Littell, R. W. Robinson & Son, New York.

M

S. A. McDonnell, McDonnell's Pharmacy, San Francisco.

Herbert R. McIlvaine, McIlvaine Bros., Philadelphia.

A. Mack, Mack & Co., San Francisco.

Thos. F. Main, The Tarrant Co., New York.

H. D. Martin, Mallinckrodt Chemical Works, St. Louis.

A. D. Mayo, "Record-Herald," Chicago.

Caswell A. Mayo, Editor "American Druggist," New York.

H. Michaels, Langley & Michaels Co., San Francisco.

C. F. Michaels, Langley & Michaels Co., San Francisco.

N-P-Q

Geo. A. Newman, California Fig Syrup Co., Louisville, Ky.

Romaine Pierson, "American Druggist," N. Y. & Chicago.

R. E. Queen, California Fig Syrup Co., San Francisco.

R

W. P. Redington, Redington & Co., San Francisco.
John W. Rossiter, Powers & Weightman, Philadelphia.
C. A. Rucker, Swift Specific Co., Atlanta.

S

Wm. Jay Schieffelin, Schieffelin & Co., New York.
Wm. Jay Schieffelin, Jr., New York.
Ludwig Schiff, Western Wholesale Drug Co., Los Angeles.
F. W. Schneider, Schneider & Irving Drug Co., Troy, N. Y.
H. Schweitzer, Farbenfabriken of Elberfeld Co., New York.
Wm. Scott, Daniel Stewart Co., Indianapolis.
G. D. Searle, Searle & Hereth Co., Chicago.
C. W. Snow, C. W. Snow & Co., Syracuse, N. Y.
A. B. Stewart, Stewart & Holmes Drug Co., Seattle, Wash.
Dr. W. C. Stratton, San Francisco.
S. E. Strong, Strong, Cobb & Co., Cleveland.
Fred W. Sultan, Sultan Drug Co., St. Louis.

T

E. D. Taylor, Powers-Taylor Drug Co., Richmond, Va.
J. E. Toms, Secretary N. W. D. A., Philadelphia.
P. J. Tormey, San Francisco.
Sam A. Tuttle, Tuttle Elixir Co., Boston.

V

B. T. Van Alen, C. F. Boehringer & Soehne, New York.

W

Wm. J. Walding, Walding, Kinnan & Marvin Co., Toledo.
Wm. J. Walker, Walker & Gibson, Albany, N. Y.
Walter F. Ware, Philadelphia.

LADIES REGISTERED.

A

Mrs. W. O. Allison, New York.
Miss K. F. Allison, New York.
Miss F. C. Allison, New York.
Mrs. F. Aschenbach, Philadelphia.

B

Mrs. Willis Bailey, Zanesville, O.
Mrs. Wm. O. Blanding, Providence, R. I.
Mrs. E. H. Brown, New Brunswick, N. J.
Mrs. R. E. Brown, Bloomington, Ill.
Mrs. Albert Bruen, New York.

C

Mrs. A. L. Carter, Baltimore.
Mrs. M. H. Carter, Baltimore.
Miss H. E. Comstock, New York.
Mrs. Chas. Cook, Portland, Me.
Miss Florence Cook, Portland, Me.
Mrs. Thos. P. Cook, New York.
Miss Sarah E. Cook, New York.
Mrs. Chas. F. Cutler, Boston.

D

Mrs. L. R. Dronberger, St. Louis.

E

Mrs. H. W. Evans, Kansas City.

F

Mrs. Clarence W. Fox, Boston.

H

Mrs. Lucien B. Hall, Cleveland.

Mrs. Wm. A. Hamann, New York.

Mrs. Walter Henderson, New York.

Mrs. Geo. R. Hillier, New York.

Mrs. W. A. Hover, Denver.

J

Mrs. C. S. Jones, Philadelphia.

K

Mrs. Fred S. Kellogg, San Francisco.

Mrs. M. N. Kline, Philadelphia.

L

Mrs. C. S. Littell, New York.

M

Mrs. A. Mack, San Francisco.

Mrs. H. Michaels, San Francisco.

N

Mrs. Nightingale, San Francisco.

Mrs. G. A. Newman, Louisville, Ky.

Miss Martha Newman, Louisville, Ky.

Miss Ethel Newman, Louisville, Ky.

Q

Mrs. R. E. Queen, San Francisco.
Miss Queen, San Francisco.
Mrs. M. M. Queen, San Francisco.

R

Mrs. W. P. Redington, San Francisco.
Miss Redington, San Francisco.
Mrs. Edw. Reinhart, Nevada.
Miss Reinhart, Nevada.
Miss Etta Reitz, Baltimore.

S

Mrs. Wm. Jay Schieffelin, New York.
Mrs. H. Schweitzer, New York.
Mrs. Wm. Scott, Indianapolis.
Mrs. G. D. Searle, Chicago.
Miss Hope Shepley, Providence, R. I.
Mrs. C. W. Smith, San Francisco.
Mrs. W. C. Stratton, San Francisco.
Mrs. Fred W. Sultan, St. Louis.

T

Mrs. E. D. Taylor, Richmond, Va.
Mrs. P. J. Tormey, San Francisco.
Miss Edith Tormey, San Francisco.
Mrs. S. A. Tuttle, Boston.

W

Mrs. Wm. J. Walding, Toledo.
Mrs. Wm. J. Walker, Albany, N. Y.

IN MEMORIAM.

W. T. HARPER.....	1833-1900
JOSEPH A. TOY.....	1846-1901
ALFRED P. SCHOELLKOPF.....	1861-1901
JOHN I. THOMPSON.....	1831-1901
FREDERICK MARK.....	1827-1901
EDWARD KEMP.....	1830-1901
WILLIAM TOWNLEY CASE.....	1842-1901
JOHN D. TITSWORTH.....	1843-1902
HARVEY COE CLARK.....	1838-1902
LEWIS THURBER LAZELL.....	1825-1902
ADOLPH F. BRAIDICH.....	1850-1902
ANDREW B. MERRIAM.....	1826-1902
THOMAS LEEMING.....	1837-1902
CHARLES W. GRIFFITH.....	1857-1902
FREDERICK VOGELER.....	1902
BOWLES COLGATE.....	1846-1902
HARRY C. HEBBARD.....	1844-1902
JAMES HARTFORD.....	1846-1902
THEODORE RICKEY HOSTETTER.....	1869-1902
CHARLES A. SMYLIE.....	1858-1902
GEORGE A. KELLY.....	1832-1902

DECEASED MEMBERS

From Organization of the Western Wholesale Druggists'
Association in 1876 to 1902.

	Elected.	Died.
Allen, Alfred F.....	1876	1884
Allen, Thomas H. C.....		1900
Ayer, James C.....	1883	1878
Barker, T. B.....	1892	1897
Baumer, Francis.....	1895	1897
Bedford, Peter W.....	1883	1892
Bennett, Joseph S.....	1878	1892
Bigelow, E. A.....	1883	1896
Billings, Charles E.....	1878	1892
Blanding, William B.....	1879	1892
Bodeker, Henry.....	1887	1889
Boehringer, E.....	1885	1892
Bour, Philip Andre.....	1889	1899
Bowen, Henry.....	1885	1896
Bradfield, Josiah.....	1883	1885
Braidich, Adolph F.....	1894	1902
Braker, Conrad, Jr.....	1883	1890
Brandreth, George A.....	1883	1897
Browning, Robert.....	1876	1891
Brown, William H.....	1882	1889
Bruen, Oscar H.....	1887	1892
Burdsal, James S.....	1876	1899
Burnett, Joseph.....	1885	1894
Burroughs, S. M.....	1893	1895
Button, Charles P.....	1893	1897
Button, Henry H.....	1876	1889
Calhoun, Frederick Sanford.....	1893	1899
Carter, Solomon.....	1883	1892
Case, William Townley.....		1901
Chapin, Frederick H.....		1900
Chapman, John Ellis.....	1890	1900
Chiris, Leon.....	1896	1900
Clark, Harvey Coe.....	1893	1902
Cobb, Ahira.....	1876	1882

	Elected.	Died.
Coffin, Andrew G.....	1883	1897
Colgate, Bowles.....	1883	1902
Colgate, Samuel.....	1883	1897
Cowee, David.....	1883	1887
Crenshaw, Edmund A.....	1882	1894
Crockett, J. Henry.....	1883	1891
Cutler, George.....	1883	1898
Cutler, Waldo E.....	1883	1896
Cutler, William J.....	1883	1894
Damon, Albert F.....	1885	1887
Davis, Dr. E. H.....	1893	1896
DeGolyer, Joseph.....	1883	1888
Demoville, J. F.....	1878	1884
Devoe, F. W.....	1883	1896
Dick, Dundas.....	1885	1892
Dodge, James M.....	1884	1887
Dodge, Richard J.....	1883	1891
Dohmen, Frederick.....	1883	1898
Drake, P. H.....	1882	1882
Edgerly, J. W.....	1888	1894
Eisenbeis, G.....	1885	1896
Erhart, Charles F.....		1878
Fahnestock, B. L.....	1876	1888
Farrand, Jacob S.....	1876	1891
Farr, James M.....	1878	1899
Finch, George W.....	1883	1897
Finlay, George R.....	1883	1897
Fisher, Alonzo G.....	1885	1895
Fougera, Charles E.....	1882	1889
Fraser, Edward A.....	1884	1890
French, Clayton.....	1883	1889
French, William B.....	1883	1892
Fritzsche, Paul T.....	1883	1886
Fultz, Fred A.....	1894	1899
Gellatly, William A.....	1882	1885
Gerhardy, Theodore.....	1878	1893
Gerity, Clayton R.....	1891	1897
Gilpin, Bernard.....	1883	1897
Goodman, Charles F.....	1887	1895
Greene, Thomas A.....	1878	1894

	Elected.	Died.
Gridley, Junius.....	1885	1886
Griffith, Charles W.....	1889	1902
Hall, William Henry.....	1882	1894
Harper, W. T.....	1888	1900
Hartford, James.....	1889	1902
Hay, Henry Homer.....	1894	1895
Hazelton, William, Jr.....	1883	1884
Hebbard, Harry C.....		1902
Henry, John F.....	1877	1892
Hinchman, T. H.....	1876	1892
Hodge, John.....	1882	1895
Hopkins, Frank T.....	1878	1885
Hostetter, David.....	1882	1888
Hostetter, Theodore Rickey.....	1882	1902
Hoyt, E. W.....	1884	1887
Humphreys, Dr. Frederick.....		1900
Hurlbut, H. A.....	1878	1882
Hurt, B. Scott.....	1883	1888
Jayne, Eben C.....		1900
Jensen, Carl L.....	1887	1887
Kalteyer, George H.....	1892	1897
Kelly, George A.....		1902
Kemp, Edward.....	1896	1901
Kirkland, John L.....	1879	1892
Ladd, Benjamin J.....	1887	1887
Lamar, Col. H. J.....	1882	1896
Lambert, Jordon W.....	1882	1888
Larkin, Thomas H.....		1901
Laughlin, Samuel.....	1876	1887
Lazell, Lewis Thurber.....		1902
Leadbeater, E. S.....	1896	1899
Lee, Conrad Berk.....	1896	1897
Leeming, Thomas.....		1902
Lilly, Eli.....	1882	1898
Logan, Thomas H.....	1877	1888
Lucas, John.....		1901
Lyman, Henry.....	1892	1897
McDermott, George.....	1893	1893
McIlvaine, Henry Clay.....		1900
McKesson, John.....	1880	1893

	Elected.	Died.
Macready, Robert.....	1876	1895
Malloy, E. S.....	1879	1879
Maris, John M.....	1883	1892
Marsh, Edwin H.....	1883	1884
Marx, Frederick.....	1890	1901
Mason, Alfred H.....	1888	1896
Mellier, A. A.....	1876	1889
Mellon, John J.....	1882	1891
Merck, Wilhelm.....	1885	1899
Merrell, Jacob S.....	1884	1885
Merrell, W. S.....	1876	1880
Merriam, Andrew B.....	1876	1902
Metcalf, Theodore.....	1887	1894
Moffitt, John S.....	1889	1894
Moore, Jerome B.....	1883	1891
Morgan, Oliver P.....	1899	1900
Morrisson, Robert.....	1876	1888
Munson, L. I.....	1895	1896
Muth, M. Joseph.....	1885	1898
Myers, Milton L.....	1882	1892
Nichols, Dr. James R.....	1878	1888
Nickell, James M.....	1879	1881
Osgood, Hugh H.....	1885	1899
Paine, Lemuel C.....	1893	1899
Park, John D.....	1876	1894
Parke, H. C.....	1877	1899
Parkes, William S.....	1887	1891
Peek, William T.....	1883	1885
Pinckney, Stephen R.....	1882	1892
Pinkham, Charles Hacker.....	1883	1900
Pinkham, Lydia E.....	1883	1887
Potter, Warren B.....	1883	1889
Powers, Thomas H.....	1877	1879
Pozzoni, J. A.....	1884	1885
Purcell, John.....	1885	1894
Putnam, John P.....	1878	1889
Quetting, Josef J.....	1883	1885
Rankin, Jesse W.....	1882	1892
Raynolds, Charles T.....	1884	1896
Reakirt, Joseph.....	1876	1880

	Elected.	Died.
Reed, Thomas.....	1883	1885
Richardson, James.....	1876	1892
Richardson, James H.....	1878	1891
Richardson, J. Clifford.....	1876	1899
Riday, John F.....	1883	1889
Robbins, Charles A.....	1878	1889
Robbins, Daniel C.....	1878	1888
Robinson, Richard A.....	1876	1897
Robinson, Richard A., Jr.....	1876	1899
Rosengarten, George D.....	1883	1889
Rosengarten, Mitchell G.....	1883	1898
Rosenthal, Moritz.....	1884	1896
Runkle, W. H.....	1882	1898
Schieffelin, Samuel B.....	1882	1900
Schieffelin, William H.....	1882	1895
Schoellkopf, Alfred P.....	1889	1901
Schoellkopf, Jacob Frederick.....	1889	1899
Scudder, Samuel V.....	1883	1889
Sellers, R. E.....	1876	1894
Sheley, Alanson.....	1876	1892
Shoemaker, Robert.....	1882	1896
Simes, William F.....	1887	1892
Smith, George W.....	1882	1885
Smith, Valentine H.....	1883	1890
Smylie, Charles A.....		1902
Sondheim, Myer.....	1884	1888
Spurlock, H. C.....	1883	1892
Stanwood, E. L.....	1885	1892
Steele, William.....		1898
Stewart, Daniel.....	1876	1892
Stoutenbergh, George W.....	1876	1884
Strong, Samuel M.....	1876	1895
Strother, William A.....	1889	1892
Strother, William M.....	1889	1899
Talcott, Seth.....	1883	1894
Thompson, John I.....	1880	1901
Thompson, John L.....	1880	1883
Thompson, William P.....	1893	1896
Thomsen, John Jacob.....	1883	1892
Tiemann, Peter Cooper.....	1891	1894

	Elected.	Died.
Titsworth, John D.....	1885	1902
Toy, Joseph A.....		1901
Truax, Perry B.....	1880	1891
Truslow, Jacob L., Jr.....	1896	1899
Vennard, William L.....	1878	1893
Vogeler, Charles A.....	1880	1882
Vogeler, Frederick.....		1902
Wakefield, C.....	1882	1885
Wallin, Jarvis R.....	1885	1886
Warner, William Richard.....		1901
Weightman, John Farr.....	1878	1886
Weightman, William, Jr.....	1878	1889
Wells, William.....	1883	1892
Wetherell, Christopher.....	1887	1892
Wheeler, H. N.....	1883	1885
Wheeler, Porte C.....	1882	1883
Whitall, James.....	1885	1896
White, Jacob W.....	1884	1891
Whiting, John L.....	1887	1892
Wilcox, Frederick.....	1895	1897
Wilder, Edward.....	1876	1890
Wilder, J. B.....	1876	1888
Wilkinson, A. J.....	1876	1895
Williston, C. Lincoln.....		1899
Woodward, William R.....	1882	1889
Wright, A. W.....	1887	1892
Zeilin, John H.....	1882	1896

COMMITTEES 1902-1903.

COMMITTEE ON ADULTERATIONS.

J. L. Hopkins, Chairman.....	New York City
J. L. Hopkins & Co.	
G. Frank Baily.....	Baltimore, Md.
James Baily & Son.	
Carl Brucker.....	New York City
Fritzsche Bros.	
G. F. Sichelstiel, Jr.....	Pittsburg, Pa.
W. J. Gilmore & Co.	
H. T. Jarrett.....	New York City
Mallinckrodt Chemical Works.	
Irving McKesson.....	New York City
McKesson & Robbins.	
John C. Muth.....	Baltimore, Md.
Muth Bros. & Co.	
John J. Judson.....	Salt Lake City, Utah
Nelden-Judson Drug Co.	
A. R. Olney.....	Clinton, Iowa
Olney & McDaid.	
Chas. S. Littell.....	New York City
R. W. Robinson & Son.	
F. Aschenbach.....	Philadelphia, Pa.
Aschenbach & Miller.	
Wm. A. Hamann.....	New York City
Roessler & Hasslacher Chemical Co.	
Geo. R. Hillier.....	New York City
R. Hillier's Son Co.	
H. B. Gilpin.....	Baltimore, Md.
Gilpin, Langdon & Co.	
F. W. Schneider.....	Troy, N. Y.
Schneider & Irving Drug Co.	
Dr. A. R. L. Dohme.....	Baltimore, Md.
Sharp & Dohme.	
L. Schiff.....	Los Angeles, Cal.
Western Wholesale Drug Co.	
Saml. J. Tilden.....	New Lebanon, N. Y.
The Tilden Company.	
A. E. Neat.....	Louisville, Ky.
Neat-Richardson Drug Co.	
Adolph Mack.....	San Francisco, Cal.
Mack & Co.	

COMMITTEE ON ARRANGEMENTS AND
ENTERTAINMENT.

Chas. F. Cutler, Chairman.....	Boston, Mass.
Eastern Drug Co.	
Wm. P. Redington.....	San Francisco, Cal.
Redington & Co.	
Fred L. Carter.....	Boston, Mass.
Carter, Carter & Meigs.	
J. A. Gilman.....	Boston, Mass.
Gilman Brothers.	
Ralph P. Hoagland.....	Boston, Mass.
Ralph P. Hoagland Drug Co.	
Chas. A. West.....	Boston, Mass.
Eastern Drug Co.	
Edgar D. Taylor.....	Richmond, Va.
Powers-Taylor Drug Co.	
Harry H. Good.....	New York City
Carter Medicine Co.	
Clarence G. Stone.....	New York City
Lambert Pharmacal Co.	
J. E. Toms.....	Indianapolis, Ind.
Secretary N. W. D. A.	
Thos. P. Cook.....	New York City
N. Y. Quinine & Chemical Works.	
Chas. H. Talcott.....	Hartford, Conn.
C. H. Talcott & Co.	
Chas. W. Whittlesey.....	New Haven, Conn.
Chas. W. Whittlesey Co.	
F. C. Herrington.....	Burlington, Vt.
Burlington Drug Co.	
Frank A. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
Chas. C. Goodwin.....	Boston, Mass.
Eastern Drug Co.	
Thos. Doliber.....	Boston, Mass.
Mellin's Food Co.	
Horace S. Fowle.....	Boston, Mass.
Seth W. Fowle & Son.	
Wm. O. Blanding.....	Providence, R. I.
Blanding & Blanding.	
Arthur W. Claflin.....	Providence, R. I.
Geo. L. Claflin & Co.	
Chas. Cook.....	Portland, Me.
Cook, Everett & Pennell.	

COMMITTEE ON COMMERCIAL TRAVELERS.

R. H. Bradley, Chairman.....	Toledo, O.
Walding, Kinnan & Marvin Co.	

W. J. Mooney.....	Indianapolis, Ind.
Mooney-Mueller Drug Co.	
Geo. A. Kelly, Jr.....	Pittsburg, Pa.
Geo. A. Kelly Co.	
A. E. Neat.....	Louisville, Ky.
Neat-Richardson Drug Co.	
W. C. Brown.....	Columbus, O.
Orr, Brown & Price.	
N. Ashley Lloyd.....	Cincinnati, O.
Lloyd Bros.	
Chas. S. Martin.....	Nashville, Tenn.
Spurlock-Neal Co.	
W. P. Colburn.....	Peoria, Ill.
Colburn, Birks & Co.	
Chas. S. Leete.....	New Haven, Conn.
Chas. S. Leete & Co.	
E. C. McKallor.....	Binghamton, N. Y.
Elk Drug Co.	
C. C. Leadbeater.....	Alexandria, Va.
E. S. Leadbeater & Sons.	
Jas. G. Stanley.....	Baltimore, Md.
Stanley & Brown Drug Co.	
A. C. Murdoch.....	Parkersburg, W. Va.
J. N. Murdoch Co.	

COMMITTEE ON CREDITS AND COLLECTIONS.

C. F. Shoemaker, Chairman.....	Philadelphia, Pa.
Shoemaker & Busch.	
M. Cary Peter.....	Louisville, Ky.
Peter-Bauer Drug Co.	
George C. McKesson.....	New York City
McKesson & Robbins.	
Chas. F. Cutler.....	Boston, Mass.
Eastern Drug Co.	
Jno. M. Hinchman.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	
Saml. R. Kelly.....	Pittsburg, Pa.
Geo. A. Kelly Co.	
C. W. Wall.....	St. Louis, Mo.
Meyer Brothers Drug Co.	
Lee M. Hutchins.....	Grand Rapids, Mich.
Hazeltine & Perkins Drug Co.	
F. S. Churchill.....	Burlington, Ia.
Churchill Drug Co.	
W. T. Bland.....	Atchison, Kans.
McPike Drug Co.	
E. H. Cutler.....	St. Paul, Minn.
Noyes Bros. & Cutler.	

Geo. W. Norrell.....	Houston, Tex.
	Houston Drug Co.
R. O. McBride.....	St. Joseph, Mo.
	C. D. Smith Drug Co.
J. C. Davis.....	Denver, Colo.
	Davis-Bridaham Drug Co.
J. R. Owen.....	Chicago, Ill.
	Lord, Owen & Co.
P. P. Van Vleet.....	Memphis, Tenn.
	Van Vleet-Mansfield Drug Co.
F. W. Braun.....	Los Angeles, Cal.
	F. W. Braun Co.
A. W. Doland.....	Spokane, Wash.
	Spokane Drug Co.
Otto Stein.....	Cincinnati, O.
	Stein-Gray Drug Co.
B. Hardie.....	Montgomery, Ala.
	Gay, Hardie & Durr.
A. D. Parker.....	New Orleans, La.
	Parker-Blake Co.
M. Ward.....	Indianapolis, Ind.
	Ward Bros. Drug Co.

COMMITTEE ON DRUG MARKET.

Thos. M. Curtius, Chairman.....	New York City
Geo. R. Hillier.....	New York City
	R. Hillier's Son Co.
H. B. Fairchild.....	Grand Rapids, Mich.
	Hazeltine & Perkins Drug Co.
Chas. Weiss.....	New York City
	McKesson & Robbins.
D. C. Mahoney.....	New York City
	Arthur A. Stilwell.
Ed. Bindschadler.....	St. Louis, Mo.
	J. S. Merrell Drug Co.
G. F. Sichelstiel, Jr.....	Pittsburg, Pa.
	W. J. Gilmore & Co.
H. S. Chatfield.....	New York City
	Rogers & Pyatt.
H. J. Woodward.....	Peoria, Ill.
	Allaire, Woodward & Co.
W. T. Gesell.....	New York City
	Lehn & Fink.
Geo. L. Muth.....	Baltimore, Md.
	Muth Bros. & Co.
Emil Levi.....	New York City
	C. F. Boehringer & Soehne.

COMMITTEE ON FIRE INSURANCE.

Thos. F. Main, Chairman.....	New York City The Tarrant Company.
Albert Plaut.....	New York City Lehn & Fink.
Daniel Myers.....	Cleveland, O. Benton, Myers & Co.
E. E. Bruce.....	Omaha, Neb. E. E. Bruce & Co.
W. C. McPike.....	Atchison, Kans. McPike Drug Co.
H. W. Evans.....	Kansas City, Mo. Evans-Smith Drug Co.
F. W. Braun.....	Los Angeles, Cal. F. W. Braun Co.
A. B. Stewart.....	Seattle, Wash. Stewart & Holmes Drug Co.
D. D. Philips.....	Nashville, Tenn. Berry, Demoville & Co.
A. J. More.....	Sioux City, Ia. Hornick, Hess & More.
C. P. Walbridge.....	St. Louis, Mo. J. S. Merrell Drug Co.
J. C. Lyons.....	New Orleans, La. I. L. Lyons & Co.
W. F. Dohmen.....	Milwaukee, Wis. F. Dohmen Co.
John M. Hinchman.....	Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons.
D. M. Cowan.....	Buffalo, N. Y. Plimpton, Cowan & Co.
T. F. VanNatta.....	St. Joseph, Mo. VanNatta-Lynds Drug Co.
Alfred Vogeler.....	Cincinnati, O. Alfred Vogeler Drug Co.
Fred J. Greene.....	Peoria, Ill. Barker & Wheeler Co.
E. M. Ellis.....	Memphis, Tenn. Hessig-Ellis Drug Co.
H. H. Horton.....	Lynchburg, Va. Strother Drug Co.
C. F. Polk.....	Troy, N. Y. Polk & Calder Drug Co.

COMMITTEE ON FRATERNAL RELATIONS.

M. Cary Peter, Chairman.....	Louisville, Ky. Peter-Bauer Drug Co.
John B. Purcell.....	Richmond, Va. Purcell, Ladd & Co.
D. R. Noyes.....	St. Paul, Minn. Noyes Bros. & Cutler.
Adolph Mack.....	San Francisco, Cal. Mack & Co.
James E. Davis.....	Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons.
Chas. Hubbard.....	Syracuse, N. Y. Chas. Hubbard, Son & Co.
L. B. Bridaham.....	Denver, Colo. Davis-Bridaham Drug Co.
J. B. Riley.....	Macon, Ga. Lamar, Taylor & Riley Drug Co.
Chas. Cook.....	Portland, Me. Cook, Everett & Pennell.
John Blair.....	Waterbury, Conn. Apothecaries Hall Co.
W. H. Torbert.....	Dubuque, Ia.
E. M. Neal.....	Nashville, Tenn. Spurlock-Neal Co.
F. W. Schneider.....	Troy, N. Y. Schneider & Irving Drug Co.
W. S. Gerity.....	Elmira, N. Y. Gerity Brothers.
Geo. J. F. Schmitt.....	San Antonio, Texas San Antonio Drug Co.
Carl Leich.....	Evansville, Ind. Chas. Leich & Co.
H. G. Duerfeldt.....	Butte, Mont. Montana Drug Co.
A. J. Albers.....	Knoxville, Tenn. Sanford, Chamberlain & Albers Co.

COMMITTEE ON LEGISLATION.

M. N. Kline, Chairman.....	Philadelphia, Pa. Smith, Kline & French Co.
Thos. F. Main.....	New York City The Tarrant Company.
L. B. Hall.....	Cleveland, O. Benton, Myers & Co.
D. R. Noyes.....	St. Paul, Minn. Noyes Bros. & Cutler.

Chas. F. Cutler.....	Boston, Mass.
Eastern Drug Co.	
Wm. O. Blanding.....	Providence, R. I.
Blanding & Blanding.	
Dr. V. Mott Pierce.....	Buffalo, N. Y.
World's Dispensary Medical Association.	
Albert Plaut.....	New York City
Lehn & Fink.	
Wm. M. Warren.....	Detroit, Mich.
Parke, Davis & Co.	
Jno. B. Purcell.....	Richmond, Va.
Purcell, Ladd & Co.	
C. P. Walbridge.....	St. Louis, Mo.
J. S. Merrell Drug Co.	
E. C. DeWitt.....	Chicago, Ill.
E. C. DeWitt & Co.	
D. S. Chamberlain.....	Des Moines, Iowa
Chamberlain Medicine Co.	

COMMITTEE ON MEMBERSHIP.

Henry D. Faxon, Chairman.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
H. D. Martin.....	St. Louis, Mo.
Mallinckrodt Chemical Works.	
Frank S. Henry.....	Cleveland, O.
Williams Mfg. Co.	
L. R. Dronberger.....	St. Louis, Mo.
Mallinckrodt Chemical Works.	
R. S. Johnston.....	New York City
Merck & Co.	
C. S. Jones.....	Philadelphia, Pa.
Powers & Weightman.	
P. R. Lance.....	Philadelphia, Pa.
Wm. R. Warner & Co.	
S. C. Dobbs.....	Atlanta, Ga.
Coca-Cola Co.	
B. T. Van Alen.....	Chicago, Ill.
C. F. Boehringer & Soehne.	
Romaine Pierson.....	Chicago, Ill.
"American Druggist."	

COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

C. F. G. Meyer, Chairman.....	St. Louis, Mo.
Meyer Brothers Drug Co.	
Chas. W. Snow.....	Syracuse, N. Y.
C. W. Snow & Co.	

A. W. Claflin.....	Providence, R. I.
	Geo. L. Claflin & Co.
R. W. Powers.....	Richmond, Va.
	Powers-Taylor Drug Co.
Chas. Hubbard.....	Syracuse, N. Y.
	Chas. Hubbard, Son & Co.
Wm. O. Blanding.....	Providence, R. I.
	Blanding & Blanding.
Albert Bruen.....	New York City
	Bruen, Ritchey & Co.
John A. Gilman.....	Boston, Mass.
	Gilman Brothers.
A. S. Raymond.....	Lincoln, Neb.
	Lincoln Drug Co.
A. Kiefer.....	Indianapolis, Ind.
	A. Kiefer Drug Co.
Geo. L. Fogg.....	Portland, Me.
	J. W. Perkins Co.
Thos. E. Shoemaker.....	Philadelphia, Pa.
	Robert Shoemaker & Co.
Chas. H. Pettet.....	Louisville, Ky.
	Robinson-Pettet Co.
W. D. Lamar.....	Macon, Ga.*
	Lamar, Taylor & Riley Drug Co.
J. F. Cowee.....	Troy, N. Y.
	John L. Thompson, Sons & Co.
Aldo Sommer.....	Quincy, Ill.
	Aldo Sommer's Drug Co.
Jno. H. Jacobs.....	Fort Wayne, Ind.
	Fort Wayne Drug Co.

COMMITTEE ON PAINTS, OILS AND GLASS.

Wm. Scott, Chairman.....	Indianapolis, Ind.
	Daniel Stewart Co.
M. E. Sherman.....	Des Moines, Ia.
	Des Moines Drug Co.
W. C. McPike.....	Atchison, Kans.
	McPike Drug Co.
A. R. Olney.....	Clinton, Ia.
	Olney & McDaid.
Thos. Neal.....	Detroit, Mich.
	Acme White Lead & Color Works.
Benj. C. Hartz.....	Rock Island, Ill.
	Hartz & Bahnsen Co.
C. D. Wangler.....	Waterloo, Iowa
	Wangler Drug Co.
J. S. Farrand, Jr.....	Detroit, Mich.
	Farrand, Williams & Clark.

Paul G. Schuh.....	Cairo, Ill.
	Schuh Drug Co.
Walter V. Smith.....	Philadelphia, Pa.
	Valentine H. Smith & Co.
H. H. Arrington.....	Rome, Ga.
	Curry-Arrington Co.

COMMITTEE ON PASSENGER RATES AND ROUTES.

Thos. P. Cook, Chairman.....	New York City
	New York Quinine & Chemical Works.
Frank A. Faxon.....	Kansas City, Mo.
	Faxon, Horton & Gallagher.
John M. Peters.....	New York City
	Wm. J. Matheson & Co.
E. H. Buehler.....	Chicago, Ill.
Romaine Pierson.....	Chicago, Ill.
	"American Druggist."
Adolph Mack.....	San Francisco, Cal.
	Mack & Co.
Wm. M. Warren.....	Detroit, Mich.
	Parke, Davis & Co.
E. J. Conger.....	Shreveport, La.
	Conger, Kahn & Gibbs Co.
I. A. Solomons.....	Savannah, Ga.
	Solomons Company.
P. P. Van Vleet.....	Memphis, Tenn.
	Van Vleet-Mansfield Drug Co.
H. Behrens.....	Waco, Texas
	Behrens Drug Co.
C. H. West.....	St. Louis, Mo.
	Moffitt-West Drug Co.
L. L. Pope.....	Cleveland, O.
	Lawrence-Williams Co.
A. M. Reid.....	Atlanta, Ga.
	Lamar & Rankin Drug Co.

COMMITTEE ON PHARMACEUTICAL PREPARATIONS.

W. J. Walding, Chairman.....	Toledo, O.
	Walding, Kinnan & Marvin Co.
W. J. Walker.....	Albany, N. Y.
	Walker & Gibson.
F. A. Faxon.....	Kansas City, Mo.
	Faxon, Horton & Gallagher.
J. C. Eliel.....	Minneapolis, Minn.
	Lyman-Eliel Drug Co.

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Daniel Stewart Co.	
F. E. Holliday, Vice-Chairman.....	Indianapolis, Ind.
J. E. Toms, Secretary.....	Indianapolis, Ind.
C. F. Shoemaker.....	Philadelphia, Pa.
Shoemaker & Busch.	
Frank A. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
M. N. Kline.....	Philadelphia, Pa.
Smith, Kline & French Co.	
D. R. Noyes.....	St. Paul, Minn.
Noyes Bros. & Cutler.	
J. C. Eliel.....	Minneapolis, Minn.
Lyman-Eliel Drug Co.	
Fred L. Carter.....	Boston, Mass.
Carter, Carter & Meigs.	
W. J. Walding.....	Toledo, O.
Walding, Kinnan & Marvin Co.	
Wm. J. Walker.....	Albany, N. Y.
Walker & Gibson.	
E. D. Taylor.....	Richmond, Va.
Powers-Taylor Drug Co.	
W. J. Murray.....	Columbia, S. C.
Murray Drug Co.	
James R. Owen.....	Chicago, Ill.
Lord, Owen & Co.	
Chas. F. Weller.....	Omaha, Neb.
Richardson Drug Co.	
M. Cary Peter.....	Louisville, Ky.
Peter-Bauer Drug Co.	
Jno. B. Purcell.....	Richmond, Va.
Purcell, Ladd & Co.	
Lucien B. Hall.....	Cleveland, O.
Benton, Myers & Co.	
Theo. F. Meyer.....	St. Louis, Mo.
Meyer Brothers Drug Co.	
Chas. S. Martin.....	Nashville, Tenn.
Spurlock-Neal Co.	
Saml. R. Kelly.....	Pittsburg, Pa.
Geo. A. Kelly Co.	
F. A. Dicks.....	New Orleans, La.
Finlay, Dicks & Co.	
L. A. Langé.....	Milwaukee, Wis.
Yahr & Langé Drug Co.	
H. B. Fairchild.....	Grand Rapids, Mich.
Hazeltine & Perkins Drug Co.	

C. F. Michaels.....	San Francisco, Cal. Langley & Michaels Co.
Albert Plaut.....	New York City Lehn & Fink.
Wm. Jay Schieffelin.....	New York City Schieffelin & Co.
I. S. Coffin.....	New York City Coffin, Redington & Co.
Dr. R. V. Pierce.....	Buffalo, N. Y. World's Dispensary Medical Association.
Horace M. Sharp.....	Philadelphia, Pa. Dr. D. Jayne & Son.

COMMITTEE ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTER-STATE.

Geo. W. Lattimer, Chairman.....	Columbus, O. Kauffman-Lattimer Co.
Fred L. Carter.....	Boston, Mass. New England Drug Exchange.
R. H. Bradley.....	Toledo, O. O. K. & I. Drug Exchange.
H. B. Fairchild.....	Grand Rapids, Mich. Lake Erie Drug Exchange.
H. H. Sinnige.....	Birmingham, Ala. Southern Drug Club.
L. M. Smith.....	St. Joseph, Mo. Jobbers' Social Club.
Jno. M. Scott.....	Charlotte, N. C. South Atlantic Drug Club.
W. T. Harper, Jr.....	Ottumwa, Iowa Mississippi Valley Drug Club.
R. H. Bennett, Jr.....	San Francisco, Cal. Pacific Drug Exchange.
C. F. Shoemaker.....	Philadelphia, Pa. Shoemaker & Busch.
J. R. Owen.....	Chicago, Ill. Lord, Owen & Co.
Chas. Hubbard.....	Syracuse, N. Y. Chas. Hubbard, Son & Co.
Albert Plaut.....	New York City Lehn & Fink.

COMMITTEE ON TRADE MARKS.

Chas. H. Camp, Chairman.....	New York City The Centaur Company.
Geo. A. Newman.....	Louisville, Ky. California Fig Syrup Co.

Henry D. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
Wm. C. Brown.....	Columbus, O.
Orr, Brown & Price.	
Willis A. Bailey.....	Zanesville, O.
Bailey Drug Co.	
William Scott.....	Indianapolis, Ind.
Daniel Stewart Co.	
E. J. Schall.....	St. Louis, Mo.
Meyer Brothers Drug Co.	
W. T. Harper, Jr.....	Ottumwa, Iowa
J. W. Edgerly & Co.	
W. H. Hall.....	New York City
Hall & Ruckel.	
Sturgis Coffin.....	New York City
Ladd & Coffin.	

COMMITTEE ON TRANSPORTATION.

Chas. F. Weller, Chairman.....	Omaha, Neb.
Richardson Drug Co.	
C. P. Walbridge.....	St. Louis, Mo.
J. S. Merrell Drug Co.	
F. W. Braun.....	Los Angeles, Cal.
F. W. Braun Co.	
J. T. Doster.....	Birmingham, Ala.
Doster-Northington Drug Co.	
Geo. E. Taylor.....	Leadville, Colo.
Thos. Sisson.....	Hartford, Conn.
T. Sisson & Co.	
A. R. Olney.....	Clinton, Iowa
Olney & McDaid.	
F. S. Churchill.....	Burlington, Iowa
Churchill Drug Co.	
Chas. E. Potts.....	Wichita, Kans.
C. E. Potts Drug Co.	
Chas. H. Pettet.....	Louisville, Ky.
Robinson-Pettet Co.	
I. L. Lyons.....	New Orleans, La.
I. L. Lyons & Co.	
Jas. E. Davis.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	
F. T. Christie.....	Jacksonville, Fla.
Christie-Groover Drug Co.	
L. W. Leithhead.....	Duluth, Minn.
L. W. Leithhead Drug Co.	

H. W. Evans.....	Kansas City, Mo.
Evans-Smith Drug Co.	
W. P. Ritchey.....	New York City
Bruen, Ritchey & Co.	
E. L. Strong.....	Cleveland, O.
Strong, Cobb & Co.	
L. Blumauer.....	Portland, Ore.
Blumauer-Frank Drug Co.	
Samuel Dempster.....	Pittsburg, Pa.
W. J. Gilmore & Co.	
A. J. Geer.....	Charleston, S. C.
Geer Drug Co.	
W. A. Nelden.....	Salt Lake City, Utah
Nelden-Judson Drug Co.	
G. G. Minor.....	Richmond, Va.
Owens & Minor Drug Co.	
Chas. A. Jerman.....	Milwaukee, Wis.
Jerman, Pflueger & Kuehmsted Co.	
W. F. Geary.....	Sacramento, Cal.
Kirk, Geary & Co.	
D. C. Chapman.....	Knoxville, Tenn.
Chapman, White, Lyons Co.	

SPECIAL COMMITTEE OF COMMERCIAL TRAVELERS.

Frank S. Henry, Chairman.....	Cleveland, O.
Williams Mfg. Co.	
L. R. Dronberger.....	St. Louis, Mo.
Mallinckrodt Chemical Works.	
Fred M. Odena.....	Detroit, Mich.
Parke, Davis & Co.	
P. R. Lance.....	Philadelphia, Pa.
Wm. R. Warner & Co.	
D. Y. Wheeler.....	Omaha, Neb.
Richardson Drug Co.	
Franklin Black.....	New York City
Chas. Pfizer & Co.	
R. S. Johnston.....	New York City
Merck & Co.	
Alexander R. Lewis.....	New Brunswick, N. J.
Johnson & Johnson.	
B. T. Van Alen.....	Chicago, Ill.
C. F. Boehringer & Soehne.	
E. H. Buehler.....	Chicago, Ill.
S. H. Carrigan.....	New York City
Parke, Davis & Co.	
Frederick B. Perry.....	New York City
Powers & Weightman.	
J. S. Campbell.....	Philadelphia, Pa.
John Wyeth & Bro.	

SPECIAL COMMITTEE ON PARIS GREEN.

Alanson S. Brooks, Chairman.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	
Wm. J. Walker.....	Albany, N. Y.
Walker & Gibson.	
R. P. Rowe.....	New York City
National Lead Co.	

SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS.

M. N. Kline, Chairman.....	Philadelphia, Pa.
Smith, Kline & French Co.	
Thos. F. Main.....	New York City
The Tarrant Company.	
I. S. Coffin.....	New York City
Coffin, Redington & Co.	

ACTIVE MEMBERS.

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Members are requested to report any inaccuracies in these lists and to notify the Secretary and the Treasurer of all changes in the style of firm or corporation and in the names of members or officers.

ALABAMA.**BIRMINGHAM.**

— DOSTER-NORTHINGTON DRUG CO.

J. T. Doster, President.

F. D. Nabers, Vice-President.

M. P. Northington, Treasurer.

W. A. Davies, Secretary.

MONTGOMERY.

— GAY, HARDIE & DURR.

Charles L. Gay.

Bradford Hardie.

John W. Durr, Jr.

CALIFORNIA.**LOS ANGELES.**

— BRAUN CO., THE F. W.

F. W. Braun, President & Manager.

L. N. Brunswig, First Vice-President.

G. Knecht, Second Vice-President.

Wm. Kennedy, Secretary & Treasurer.

(Branch Houses at San Diego and San Francisco,
Cal.)

— WESTERN WHOLESALE DRUG CO.

H. M. Sale, President.

L. D. Sale, Vice-President.

A. H. Braly, Treasurer.

L. Schiff, Secretary.

ACTIVE MEMBERS—Continued.

SACRAMENTO.

KIRK, GEARY & Co.

Mrs. H. C. Kirk.

Wm. Geary.

Agnes Kirk.

H. S. Kirk.

SAN FRANCISCO.

CALIFORNIA FIG SYRUP Co.

R. E. Queen, General Manager, San Francisco.

Geo. A. Newman, Gen'l Eastern Agt., Louisville, Ky.

Coffin, Redington & Co., Agents, 30 Cliff St., New York.

LANGLEY & MICHAELS Co.

Henry Michaels, President.

Robt. Watt, Vice-President.

C. F. Michaels, Treasurer.

F. E. Norton, Secretary.

MACK & Co.

Leon Guggenhime.

Adolph Mack.

Fred S. Kellogg.

REDINGTON & Co.

William P. Redington.

Christian W. Smith.

Isaac S. Coffin, New York.

(New York House, Coffin, Redington & Co., 30 Cliff St.)

COLORADO.

COLORADO SPRINGS.

HEFLEY-ARCULARIUS DRUG Co., THE.

F. H. Arcularius, President.

W. J. Hefley, Vice-President.

R. H. Hefley, Secretary & Treasurer.

ACTIVE MEMBERS—Continued.

DENVER.

DAVIS-BRIDAHAM DRUG CO., THE.

J. C. Davis, President.

L. B. Bridaham, Vice-President & General Manager.

F. L. Andrews, Secretary.

HOVER & Co., W. A.

W. A. Hover.

C. L. Hover.

H. M. Harding.

LEADVILLE.

TAYLOR, GEORGE E.

CONNECTICUT.

HARTFORD.

SISSON & Co., T.

Thomas Sisson.

George P. Chandler.

TALCOTT & COMPANY, C. H.

Charles H. Talcott, Sole Proprietor.

NEW HAVEN.

LEETE & Co., CHAS. S.

Charles S. Leete.

Jeremiah B. Leete.

WHITTLESEY Co., THE CHAS. W.

C. W. Whittlesey, President & General Manager.

A. D. deBussy, Secretary & Treasurer.

F. A. Wolff, Asst. General Manager.

NORWICH.

LEE & OSGOOD Co., THE.

W. B. Young, President & Manager.

J. G. Burnett, Treasurer.

OSGOOD & Co., CHARLES.

Charles Osgood.

ACTIVE MEMBERS—Continued.

WATERBURY.

— APOTHECARIES HALL CO.

F. B. Rice, President.

John Blair, Vice-President.

Newton C. Smith, Secretary.

Isaac P. Kellogg, Treasurer.

FLORIDA.

JACKSONVILLE.

— CHRISTIE-GROOVER DRUG CO., THE.

Flavius T. Christie, President.

Frank C. Groover, Vice-President.

Marshall W. Stewart, Secretary & Treasurer.

GEORGIA.

ATLANTA.

— LAMAR & RANKIN DRUG CO.

W. D. Lamar, President.

W. D. Manley, Vice-President.

A. M. Reid, Secretary.

W. A. Martin, Asst. Secretary.

H. A. Read, Treasurer.

AUGUSTA.

— AUGUSTA DRUG CO.

John Phinizy, President.

N. L. Willet, Vice-President.

W. B. Marks, General Manager.

John W. Haley, Secretary & Treasurer.

DAVENPORT & Co., J. B.

MACON.

— LAMAR, TAYLOR & RILEY DRUG CO.

R. J. Taylor, President.

W. D. Lamar, Vice-President.

C. C. McPhail, Secretary & Treasurer.

J. B. Riley, Manager.

ACTIVE MEMBERS—Continued.

ROME.

— CURRY-ARRINGTON Co.

D. W. Curry, President.

H. H. Arrington, Secretary & Treasurer.

SAVANNAH.

— COLUMBIA DRUG Co.

A. E. Smith, President.

J. G. Smith, Secretary & Treasurer.

— SOLOMONS Co.

J. M. Solomons, President.

I. A. Solomons, Vice-President & Manager.

ILLINOIS.

BLOOMINGTON.

— WAKEFIELD & Co., C.

Oscar Wakefield, Manager.

Dr. Homer Wakefield.

Mrs. Emma W. Eddy.

Mrs. Hattie W. Brady.

CAIRO.

— SCHUH DRUG COMPANY.

Paul G. Schuh, President.

Harry W. Schuh, Vice-President.

Walter Denzel, Secretary.

CHICAGO.

LORD, OWEN & Co.

Thomas Lord.

George S. Lord.

James R. Owen.

— SEARLE & HERETH Co., THE.

G. D. Searle, President.

F. S. Hereth, Vice-President.

O. T. Eastman, Treasurer.

F. L. E. Gauss, Secretary.

ACTIVE MEMBERS—Continued.

PEORIA.

— ALLAIRE, WOODWARD & Co.

James A. Smith, President & General Manager.

H. J. Woodward, Vice-President.

J. N. Ward, Secretary.

Eliot Callender, Treasurer.

— BARKER & WHEELER Co.

Walter Barker, President.

C. R. Wheeler, Vice-President.

F. L. Horn, Second Vice-President.

A. J. Tapping, Secretary.

F. J. Greene, Treasurer & Manager.

— COLBURN, BIRKS & Co.

W. P. Colburn, President.

Henry Simoneau, Vice-President.

John Birks, Treasurer.

G. De F. Kinney, Secretary.

QUINCY.

— SOMMER'S DRUG Co., ALDO.

Aldo Sommer, President.

C. E. Lionberger, Vice-President.

Philip Schanz, Secretary.

ROCK ISLAND.

— HARTZ & BAHNSEN Co.

B. C. Hartz, President.

F. W. Bahnsen, Vice-President.

I. S. White, Secretary & Treasurer.

INDIANA.

EVANSVILLE.

— LEICH & Co., CHARLES.

Charles Leich.

Carl Leich.

ACTIVE MEMBERS Continued.
FORT WAYNE.

FORT WAYNE DRUG CO.

Henry C. Paul, President.

John P. Evans, Vice-President.

Henry J. Bowerfind, Secretary.

Fred G. Landenberger, Treasurer.

John H. Jacobs, General Manager.

INDIANAPOLIS.

KIEFER DRUG CO., A.

Augustus Kiefer, President.

M. P. Lynch, Vice-President.

H. C. G. Bals, Secretary & Treasurer.

MOONEY-MUELLER DRUG CO.

William J. Mooney.

J. George Mueller.

STEWART CO., DANIEL.

John N. Carey.

William Scott.

M. S. Carey.

M. S. Scott.

WARD BROS. DRUG CO.

B. Ward, President.

M. Ward, Treasurer.

C. S. Dearborn, Secretary.

NEW ALBANY.

KNOEFEL, CHARLES D.

TERRE HAUTE.

BINDLEY & Co., E. H.

E. H. Bindley, Sr.

E. H. Bindley, Jr.

J. B. Bindley.

ACTIVE MEMBERS—Continued.

IOWA.

BURLINGTON.

CHURCHILL DRUG Co.

F. S. Churchill, President.

C. P. Squires, Vice-President.

A. T. Churchill, Secretary & Treasurer.

H. Bouquet, Asst. Secretary.

(Associate House at Cedar Rapids, Ia.)

CLINTON.

OLNEY & McDAID.

A. R. Olney, President & Treasurer.

G. D. McDaid, Vice-President & Secretary.

DES MOINES.

DES MOINES DRUG Co.

H. L. Spencer, President.

G. N. Spencer, Vice-President.

M. E. Sherman, Secretary & Treasurer.

DUBUQUE.

TORBERT, W. H.

MARSHALLTOWN.

McBRIDE & WILL DRUG Co.

W. S. McBride, President.

Christene Will, Vice-President.

R. W. McBride, Secretary.

E. C. Will, Treasurer.

OTTUMWA.

EDGERLY & Co., J. W.

W. T. Harper, Jr., President.

A. S. Udell, Vice-President.

Dr. E. T. Edgerly, Secretary & Treasurer.

ACTIVE MEMBERS Continued.
SIOUX CITY.

— HORNICK, HESS & MORE.

John Hornick, President.

A. J. More, Vice-President.

S. H. Hess, Secretary & Treasurer.

WATERLOO.

— WANGLER DRUG CO.

C. D. Wangler, President.

P. J. Martin, Vice-President.

B. S. Hillman, Treasurer.

J. F. Burns, Secretary.

KANSAS.

ATCHISON.

— MCPIKE DRUG CO., THE.

W. C. McPike, President.

W. T. Bland, Vice-President.

T. M. Walker, Secretary & Treasurer.

WICHITA.

— POTTS DRUG CO., THE C. E.

Charles E. Potts, President.

Wm. E. Bailey, Vice-President.

F. E. Evans, Secretary.

Frank Redfield, Treasurer.

KENTUCKY.

LOUISVILLE.

— NEAT-RICHARDSON DRUG CO.

A. E. Neat, President.

W. H. Richardson, Vice-President.

B. C. Neat, General Manager.

O. C. Richardson, Secretary & Treasurer.

ACTIVE MEMBERS—Continued,
LOUISVILLE—Continued.

— PETER-BAUER DRUG CO.

Sam'l M. Bauer, President.
M. Cary Peter, Vice-President.
Jas. K. Davidson, Treasurer.
E. H. Cary, Secretary.

— ROBINSON-PETTET CO.

Charles H. Pettet, President.
A. Lee Robinson, Vice-President.
Charles P. Barton, Treasurer.
Chas. P. Frick, Secretary.

LOUISIANA.

NEW ORLEANS.

— FINLAY, DICKS & Co. (Limited).

F. A. Dicks, President.
C. B. Dicks, First Vice-President.
W. D. Dow, Second Vice-President.
T. J. Ferguson, Secretary & Treasurer.

— LYONS & Co., I. L.

I. L. Lyons.
T. H. Lyons.
J. C. Lyons.
J. W. Phillips.

— PARKER-BLAKE Co., THE (Limited).

A. D. Parker, President.
T. N. Blake, Vice-President.
P. H. Brown, Secretary.
C. C. Johnston, Treasurer.

ACTIVE MEMBERS—Continued.

SHREVEPORT.

— CONGER, KAHN & GIBBS Co. (Limited).

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Leon I. Kahn, Vice-President.

Robert T. Gibbs, Secretary.

A. T. Kahn, Treasurer.

— MORRIS & DICKSON Co. (Limited).

S. A. Dickson, President.

C. E. Perroncel, Vice-President & Treasurer.

J. H. Milling, Secretary.

MAINE.

PORTLAND.

— COOK, EVERETT & PENNELL.

Charles Cook.

E. S. Everett.

H. B. Pennell.

— GOULD & Co., J. E.

J. E. Goold.

— HAY'S SONS, H. H.

Charles M. Hay.

Edward A. Hay.

— PERKINS Co., JOHN W.

John W. Perkins, President.

Benjamin A. Perkins.

George L. Fogg.

Bion R. Lane.

William P. Millay, Treasurer.

ACTIVE MEMBERS—Continued.

MARYLAND.

BALTIMORE.

BAILY & SON, JAMES.

James Baily.

G. Frank Baily.

James Carey.

Charles H. Carey.

BURROUGH BROS. MFG. CO.

Horace Burrough, President.

John H. Emery, Secretary & Treasurer.

EMERSON DRUG CO.

Isaac E. Emerson, President.

John F. Waggaman, Vice-President.

Joseph F. Hindes, Secretary & Treasurer.

FERRELL-KELLAM DRUG CO.

G. Leon Ferrell, President.

W. C. Parkhurst, Vice-President.

G. T. Brooks, Secretary & Treasurer.

GILPIN, LANGDON & CO. (Incorporated).

Henry B. Gilpin, President & Secretary.

Charles F. Husted, Vice-President & Treasurer.

MUTH BROS. & CO.

George L. Muth.

John C. Muth.

John S. Muth.

SHARP & DOHME.

Louis Dohme, President.

Charles E. Dohme, First Vice-President.

A. R. L. Dohme, Second Vice-President.

E. Stauffen, Secretary & Treasurer.

(Laboratories and Home Office, Baltimore, Md.;

General Offices, 41 John St., New York.)

ACTIVE MEMBERS—Continued.

BALTIMORE—Continued.

STANLEY & BROWN DRUG Co.

James G. Stanley, President.

Thomas J. Chew, Vice-President.

Kerner F. Brown, Treasurer.

Paul Muller, Secretary.

MASSACHUSETTS.

BOSTON.

CARTER, CARTER & MEIGS.

Fred L. Carter.

Herbert L. Carter.

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EASTERN DRUG COMPANY.

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Charles A. West, Vice-President.

Charles F. Cutler, Treasurer.

Bernard Jenney, Jr., Assistant Treasurer.

George F. Kellogg, Secretary.

William W. Cutler, Assistant Secretary.

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G. D. Gilman.

J. A. Gilman.

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Albert H. Luker, Clerk.

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LOWELL.

HOYT & Co., E. W.

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Aroline P. Gove, Treasurer.

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ALDEN, CHAS. P.

WORCESTER.

BREWER & Co.

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MICHIGAN.

DETROIT.

FARRAND, WILLIAMS & CLARK.

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Harvey C. Clark (Estate).

Richard P. Williams.

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John H. Smedley, Treasurer.

William M. Warren, General Manager.

ACTIVE MEMBERS—Continued.

DETROIT—Continued.

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Alanson S. Brooks, Secretary.

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HAZELTINE & PERKINS DRUG CO.

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Cornelius Crawford, Vice-President.

Lee M. Hutchins, Secretary & Treasurer.

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J. T. Upjohn, M. D., Vice-President.

H. B. Osborne, M. D., Secretary.

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SAGINAW VALLEY DRUG CO.

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J. S. Smart, Secretary & Treasurer.

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MINNESOTA.

DULUTH.

LEITHHEAD DRUG CO., L. W.

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Joseph Sellwood, Treasurer.

C. E. DeWitt, Secretary.

ACTIVE MEMBERS—Continued.

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F. W. Lyman, Treasurer.
H. H. Eliel, Secretary.

ST. PAUL.

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Charles P. Noyes.
Edward H. Cutler.
Winthrop G. Noyes.
Thomas E. Ludington.
Julian Noyes Kirby.

SCHIFFMANN, DR. R.

R. Schiffman, M. D., Sole Proprietor.

MISSOURI.

JOPLIN.

—SPRING DRUG CO., C. M.

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J. M. Leonard, Vice-President.
Howard C. Leonard, Secretary.
A. H. Waite, Treasurer.

KANSAS CITY.

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J. L. Smith, Vice-President.
G. W. Evans, Secretary.
W. V. Wherrett, Treasurer.

FAXON, HORTON & GALLAGHER.

F. A. Faxon.
J. C. Horton.
J. A. Gallagher.

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Lewis M. Smith, Vice-President.

R. O. McBride, Secretary & Treasurer.

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Jesse M. Battle, Secretary & Treasurer.

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A. W. Lambert, Treasurer.

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H. W. Scheffer, Vice-President.

G. W. Wines, Secretary.

MALLINCKRODT CHEMICAL WORKS.

Edward Mallinckrodt, President & Treasurer.

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MERRELL DRUG Co., J. S.

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George R. Merrell, Second Vice-President.

Ed. Bindschadler, Secretary.

Henry J. Stolle, Treasurer.

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Theodore F. Meyer, Vice-President.

G. J. Meyer, Secretary.

Otto P. Meyer, Assistant Secretary.

C. W. Wall, Treasurer.

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Geo. W. Niedringhaus, Vice-President.

H. E. Papin, Treasurer.

C. H. West, Secretary.

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SULTAN DRUG Co.

Fred W. Sultan, President & Manager.

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BUTTE.

MONTANA DRUG Co.

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Jas. T. Finlen, Vice-President.

Jos. Broughton, Treasurer.

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LINCOLN DRUG COMPANY.

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W. M. Widener, Vice-President.

Arthur S. Raymond, Secretary.

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C. E. Bedwell, Vice-President & Secretary.

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James Richardson, Vice-President.

Harry S. Weller, Secretary.

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CONCORD.

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NEW YORK.

ALBANY.

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William J. Walker.

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David M. Cowan.

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Dr. Lee H. Smith, Vice-President.

Dr. V. Mott Pierce, Secretary & General Manager.

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C. A. DuBois, Secretary & Treasurer.

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MERCHANT'S GARGLING OIL Co.

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F. Morse Smith.

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Emil Levi, Manager American Branch.

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William P. Ritchey.

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James H. Hutchens, Treasurer.
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Albert Plaut.
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George Merck.
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Dr. J. S. Radway, Secretary & Treasurer.

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William A. Hamann, Secretary.

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Carl F. Stiefel.

SCHIEFFELIN & Co.

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William S. Mersereau.

William L. Brower.

William Jay Schieffelin.

Henry S. Clark.

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HUBBARD, SON & Co., CHAS.

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George B. Hubbard.

Charles H. Hubbard.

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Orrin J. Snow, Vice-President.

Nelson P. Snow, Treasurer.

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W. D. Bunny, Secretary.

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J. H. Irving, Vice-President.

F. W. Schneider, Secretary.

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James F. Cowee.

UTICA.

SHEEHAN & Co., JOHN H.

John H. Sheehan.

WILLIAMS & Co., A. H.

A. H. Williams.

WATERTOWN.

FELT, SAMUEL.

NORTH CAROLINA.

CHARLOTTE.

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Walter Scott, Secretary.

GREENSBORO.

RICHARDSON DRUG Co., THE L.

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L. Richardson, Secretary, Treasurer & Manager.

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J. E. Johnston, Vice-President.

B. S. Jerman, Secretary & Treasurer.

OHIO.

AKRON.

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Geo. L. Stewart.

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John J. Justis.

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John Uri Lloyd.

N. Ashley Lloyd.

C. G. Lloyd.

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Wm. T. Gray, Vice-President.

Wm. T. Gray, Jr., Secretary.

Irving H. Hills, Treasurer.

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O. C. Rasch, Vice-President.

William F. Wagner, Secretary.

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Daniel Myers.

Lucien B. Hall.

Albert H. Van Gorder.

Paul Lemperly.

Leslie I. Metcalf.

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Lester A. Cobb.

Ralph L. Cobb.

E. L. Strong.

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L. B. Kauffman, Second Vice-President.

R. R. Rickly, Third Vice-President.

Geo. B. Kauffman, Manager.

Geo. W. Lattimer, Secretary & Treasurer.

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W. C. Brown.

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H. E. Marvin, Vice-President.

J. S. Kinnan, Treasurer.

C. B. Kinnan, Secretary.

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Willis A. Bailey, Manager & Treasurer.

Louis C. Fix, Secretary.

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Chas. A. Alexander, Secretary.

E. S. Malone, Treasurer.

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PORTLAND.

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E. H. Lauer, Vice-President.

J. P. Bronaugh, Secretary.

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H. V. Everham, Secretary.

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Frederick Aschenbach.

Adolph William Miller, M. D.

ACTIVE MEMBERS—Continued.

PHILADELPHIA—Continued.

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John Moore, Treasurer.

Benjamin V. Mein, Secretary.

JAYNE & SON, DR. D.

SCHENCK & SON, J. H.

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J. H. Schenck, Jr., Representative.

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C. F. Shoemaker.

Miers Busch.

SHOEMAKER & Co., ROBERT.

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Thomas E. Shoemaker.

Benjamin H. Shoemaker, Jr.

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Lemuel G. Morriss, Treasurer.

Howard E. Smith, Secretary.

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Harry B. French, Vice-President.

Mahlon N. Kline, Treasurer & General Manager.

R. D. Coombs, Secretary.

Harry S. Valentine, Asst. General Manager.

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Albert J. Koch.

S. Ross Campbell.

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F. H. Wyeth, Vice-President.

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H. C. Trumbower, Treasurer.

William A. Sailer, General Manager.

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A. Dempster.

G. F. Sichelstiel, Jr.

S. Dempster.

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R. S. Robb, Secretary & Treasurer.

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Samuel R. Kelly, Secretary & Treasurer.

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Jos. Stybr, M. D., Vice-President.

A. L. Solomon, Secretary.

R. J. McCready, M. D., Treasurer.

WARREN.

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D. L. Gerould, Vice-President.

W. A. Talbott, Secretary & Treasurer.

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PROVIDENCE.

BLANDING & BLANDING.

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William L. Claflin.

George L. Claflin.

Benjamin A. Jackson.

SOUTH CAROLINA.

ANDERSON.

ACME DRUG COMPANY.

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D. A. Ledbetter, Vice-President.

J. T. Ligon, Secretary & Treasurer.

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CHARLESTON DRUG M'F'G COMPANY.

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Jno. A. Burgess, Vice-President & Manager.

Thos. S. Silcox, Treasurer.

A. C. Speisseggar, Secretary.

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Andrew J. Geer, Manager.

* Thomas J. Hennesy, Secretary & Treasurer.

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Richard Singleton, Secretary.

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CRUTCHFIELD-TOLLESON Co.

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W. G. Tolleson, Secretary & Treasurer.

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G. N. Ivy, Manager.

J. C. Hickman, Secretary & Treasurer.

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A. J. Albers, Vice-President.

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J. E. Porter, Vice-President.

E. M. Ellis, Secretary & Treasurer.

J. S. Horne, Assistant Secretary & Treasurer.

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W. A. Stinebeck, Vice-President.

W. R. Ferguson, Treasurer.

Thornton Newsum, Secretary.

E. T. Warnock, Manager.

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C. F. Shepherd, Vice-President.

R. W. Ramsey, Secretary & Treasurer.

J. B. Ramsey, Asst. Secretary & Treasurer.

J. R. Tague, Manager.

W. G. Best, Assistant Manager.

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W. W. Berry.

S. S. Wharton.

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T. I. Webb, Secretary & Treasurer.

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J. H. Reid, Secretary & Treasurer.

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C. D. Kelly, Vice-President.

J. G. Davis, Secretary & Treasurer.

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George Hoehn, Vice-President.

R. N. McKnight, Secretary & Treasurer.

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NELDEN-JUDSON DRUG CO.

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Edward C. Smith, Treasurer.

F. L. Pearl, Secretary.

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BURLINGTON.

BURLINGTON DRUG CO.

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C. C. Miller, Vice-President & Treasurer.

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ALEXANDRIA.

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Clarence C. Leadbeater.

Edward S. Leadbeater.

John Leadbeater.

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D. M. Penick, Vice-President.

H. H. Horton, Secretary & Treasurer.

(Branch House at Bristol, Tenn.)

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F. Southgate Taylor, Vice-President.

J. H. Harvell, Secretary.

RICHMOND.

BODEKER DRUG CO., THE.

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C. J. Miller, Vice-President.

R. R. Gwathmey, Secretary & Treasurer.

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G. G. Minor, Treasurer.

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Edgar D. Taylor, Vice-President.

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A. M. Stewart, Secretary & Treasurer.

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SPOKANE DRUG CO.

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I. N. Peyton, Vice-President.

A. W. Doland, Secretary, Treasurer & Manager.

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W. Dan. Williams, Vice-President.

W. G. Hubbard, Secretary & Treasurer.

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A. C. Murdoch, Vice-President & Gen'l Manager.

Lee Stebbins, Secretary.

WISCONSIN.

GREEN BAY.

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Hal H. Williams, Vice-President.

Frank H. Suffel, Secretary & Treasurer.

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Henry Dohmen, Treasurer.

F. W. Dohmen, Secretary.

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E. A. Button, Vice-President.

William B. Strong, Secretary.

Howard Greene, Treasurer.

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ASSOCIATE MEMBERS.

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SAN FRANCISCO.

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COMPLIMENTARY MEMBERS.

CHICAGO.

"PAINT, OIL AND DRUG REVIEW."

"WESTERN DRUGGIST."

MONTREAL.

"MONTREAL PHARMACEUTICAL JOURNAL."

NEW YORK.

"AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD."

"OIL, PAINT AND DRUG REPORTER."

"PHARMACEUTICAL ERA."

"PRACTICAL DRUGGIST."

ST. LOUIS.

"MEYER BROS. DRUGGIST."

"NATIONAL DRUGGIST."

ALPHABETICAL LIST OF ACTIVE MEMBERS.

233

A

- Acme Drug Co.....Anderson, S. C.
- Alden, Chas. P.....Springfield, Mass.
- Alexander Drug Co.....Oklahoma City, Okla.
- Allaire, Woodward & Co.....Peoria, Ill.
- Allcock Mfg. Co.....274 Canal st., New York
- Antikamnia Chemical Co....1622 Pine st., St. Louis, Mo.
- Apothecaries Hall Co.....Waterbury, Conn.
- Aschenbach & Miller....400 N. 3d st., Philadelphia, Pa.
- Augusta Drug Co.....Augusta, Ga.

B

- Bailey Drug Co., The.....Zanesville, Ohio
- Baily & Son, James...16 W. German st., Baltimore, Md.
- Baker & Bro., H. J.....100 William st., New York
- Barker & Wheeler Co.....Peoria, Ill.
- Barker, Moore & Mein Medicine Co., The
 312-316 Green st., Philadelphia, Pa.
- Battle & Co.....2001 Locust st., St. Louis, Mo.
- Benton, Myers & Co.....111 Water st., Cleveland, Ohio
- Behrens Drug Co., The.....Waco, Tex.
- Berry, Demoville & Co.....Nashville, Tenn.
- Bindley & Co., E. H.....Terre Haute, Ind.
- Blanding & Blanding.....Providence, R. I.
- Blauw & Brickner Drug Co.....Rochester, N. Y.
- Blumauer-Frank Drug Co.....Portland, Ore.
- Bodeker Drug Co., The.....Richmond, Va.
- Boehringer & Soehne, C. F....5 & 7 Cedar st., New York
- Braun Co., F. W.....Los Angeles & San Diego, Cal.
- Brewer & Co.....Worcester, Mass.
- Bruce & Co., E. E.....Omaha, Neb.
- Bruen, Ritchey & Co.....214 Fulton st., New York
- Burlington Drug Co.....Burlington, Vt.
- Burrough Bros. Mfg. Co
 509 W. Lombard st., Baltimore, Md.

ACTIVE MEMBERS—Continued.

C

- California Fig Syrup Co. San Francisco & Louisville
(Coffin, Redington & Co., Agts., 30 Cliff st., N. Y.)
- Carter, Carter & Meigs. 20 Merrimac st., Boston, Mass.
- Carter Medicine Co. 57 Murray st., New York
- Chapman, White, Lyons Company. Knoxville, Tenn.
- Charleston Drug Mfg. Co. Charleston, S. C.
- Christie-Groover Drug Co. Jacksonville, Fla.
- Churchill Drug Co. Burlington & Cedar Rapids, Iowa
- Claflin & Co., Geo. L. Providence, R. I.
- Colburn, Birks & Co. Peoria, Ill.
- Columbia Drug Co. Savannah, Ga.
- Conger, Kahn & Gibbs Co. (Ltd.) Shreveport, La.
- Cook, Everett & Pennell. Portland, Me.
- Crispell Co., The H. S. Kingston, N. Y.
- Crittenton Co., The Chas. N. 115 Fulton st., New York
- Crutchfield-Tolleson Co. Spartanburg, S. C.
- Curry-Arrington Co. Rome, Ga.

D

- Davenport & Co., J. B. Augusta, Ga.
- Davis-Bridaham Drug Co. Denver, Colo.
- Des Moines Drug Co. Des Moines, Iowa
- Dohmen Co., The F. (Ltd.) Milwaukee, Wis.
- Doster-Northington Drug Co. Birmingham, Ala.

E

- Eastern Drug Co. 8 to 20 Fulton st., Boston, Mass.
- Edgerly & Co., J. W. Ottumwa, Iowa
- Elk Drug Co., The. Binghamton, N. Y.
- Emerson Drug Co. 308 W. Lombard st., Baltimore, Md.
- Evans-Smith Drug Co. Kansas City, Mo.

F

- Fairchild Bros. & Foster. 74 Laight st., New York
- Farrand, Williams & Clark. Detroit, Mich.
- Faxon, Horton & Gallagher. Kansas City, Mo.

ACTIVE MEMBERS—Continued.

- Felt, Samuel.....Watertown, N. Y.
 Ferrell-Kellam Drug Co.. 128 Hanover st., Baltimore, Md.
 Finlay, Dicks & Co. (Ltd.)
 Magazine & Common sts., New Orleans, La.
 -Fort Wayne Drug Co.....Fort Wayne, Ind.
 Foster-Milburn Co.....246 Michigan st., Buffalo, N. Y.
 -Fraser Tablet Co., The.....262 Fifth ave., New York
 Fritzsche Bros.....37 Barclay st., New York

G

- Gay, Hardie & Durr.....Montgomery, Ala.
 Geer Drug Co., The.....Charleston, S. C.
 -Gerity Brothers.....Elmira, N. Y.
 -Gilman Brothers.....50 Franklin st., Boston, Mass.
 -Gilmore & Co., W. J.....426 7th ave., Pittsburg, Pa.
 -Gilpin, Langdon & Co.
 300 W. Lombard st., Baltimore, Md.
 -Goold & Co., J. E.....Portland, Me.
 -Greiner-Kelly Drug Co.....Sherman, Tex.

H

- Hale, Justis & Co.....241 Walnut st., Cincinnati, Ohio
 Hartz & Bahnsen Co.....Rock Island, Ill.
 Hay's Sons, H. H.....Portland, Me.
 -Hazeltime & Perkins Drug Co.....Grand Rapids, Mich.
 -Hefley-Arcularius Drug Co....Colorado Springs, Colo.
 -Herf & Frerichs Chemical Co.
 4528 S. Broadway, St. Louis, Mo.
 -Hessig-Ellis Drug Co.....Memphis, Tenn.
 Hillier's Son Co., R.....100 William st., New York
 Hill's Son & Co., Edward.....25 Cedar st., New York
 Himrod Mfg. Co.....14 Vesey st., New York
 Hiscox Chemical Works.....Patchogue, N. Y.
 -Hornick, Hess & More.....Sioux City, Iowa
 Hostetter Co., The.....59 Water st., Pittsburg, Pa.
 -Houston Drug Co.....Houston, Tex.
 Hover & Co., W. A.....Denver, Colo.

ACTIVE MEMBERS Continued.

- Hoyt & Co., E. W. Lowell, Mass.
- Hubbard, Son & Co., Chas. Syracuse, N. Y.
- Humphreys Homeopathic Medicine Co.
William & John sts., New York
- Hutcherson-Elliott Drug Co. Paris, Tex.

J

- Jayne & Son, Dr. D. . . . 242 Chestnut st., Philadelphia, Pa.
- Jerman, Pflueger & Kuehmsted Co. . . . Milwaukee, Wis.

K

- Kanawha Drug Co., The. Charleston, W. Va.
- Kauffman-Lattimer Co., The. Columbus, Ohio
- Keasbey & Mattison Co. Ambler, Pa.
- Kelly Company, George A. . . 421 7th ave., Pittsburg, Pa.
- Kennedy-Suffel Drug Co. Green Bay, Wis.
- Kiefer Drug Co., A. Indianapolis, Ind.
- King Drug Co., W. H. Raleigh, N. C.
- Kirk, Geary & Co. Sacramento, Cal.
- Knoefel, Chas. D. New Albany, Ind.

L

- Lamar & Rankin Drug Co. Atlanta, Ga.
- Lamar, Taylor & Riley Drug Co. Macon, Ga.
- Lambert Pharmacal Co., 21st & Locust sts., St. Louis, Mo.
- Langley & Michaels Co. . . 34 First st., San Francisco, Cal.
- Larkin & Scheffer Chemical Co.
109 St. George st., St. Louis, Mo.
- Leadbeater & Sons, E. S. Alexandria, Va.
- Lee & Osgood Co. Norwich, Conn.
- Leete & Co., Chas. S. New Haven, Conn.
- Lehn & Fink. 120 William st., New York
- Leich & Co., Chas. Evansville, Ind.
- Leithhead Drug Co., L. W. Duluth, Minn.
- Lillybeck Drug Co. Memphis, Tenn.
- Lincoln Drug Co. Lincoln, Neb.

ACTIVE MEMBERS—Continued.

- Lloyd Bros.....Court & Plum sts., Cincinnati, Ohio
- Lord, Owen & Co.....233 Randolph st., Chicago, Ill.
- Lyman-Eliel Drug Co.
Cor. 1st ave. & 3d st., Minneapolis, Minn.
- Lyons & Co., I. L.....222 Camp st., New Orleans, La.

M

- McBride & Will Drug Co.....Marshalltown, Iowa
- McCord, James.....La Crosse, Wis.
- McKesson & Robbins.....91 Fulton st., New York
- McPike Drug Co., The.....Atchison, Kan.
- Mack & Co.....13-15 Fremont st., San Francisco, Cal.
- Mallinckrodt Chemical Works
2nd & Mallinckrodt sts., St. Louis, Mo.
- Martin & Co., C. H.....Concord, N. H.
- Merchant's Gargling Oil Co.....Lockport, N. Y.
- Merck & Co.....8th st. & University pl., New York
- Merrell Drug Co., J. S..4th & Market sts., St. Louis, Mo.
- Merritt's Sons, Theodore.....Newburgh, N. Y.
- Metcalf Co., Theodore....39 Tremont st., Boston, Mass.
- Meyer Brothers Drug Co., 4th & Clark sts., St. Louis, Mo.
- Moffitt-West Drug Co....620 N. 4th st., St. Louis, Mo.
- Montana Drug Co.....Butte, Mont.
- Mooney-Mueller Drug Co.....Indianapolis, Ind.
- Morris & Dickson Co. (Ltd.).....Shreveport, La.
- Murdoch Co., J. N.....Parkersburg, W. Va.
- Murray Drug Co., The.....Columbia, S. C.
- Muth Bros. & Co.....15 E. Fayette st., Baltimore, Md.

N

- Neat-Richardson Drug Co.
736 W. Main st., Louisville, Ky.
- Nelden-Judson Drug Co.....Salt Lake City, Utah
- Nelson, Baker & Co.....Detroit, Mich.
- New York Quinine & Chemical Works (Ltd.)
114 William st., New York
- Noyes Bros. & Cutler.....400 Sibley st., St. Paul, Minn.

ACTIVE MEMBERS—Continued.

O

- Olney & McDaid.....Clinton, Iowa
- Orr, Brown & Price.....Columbus, Ohio
- Osgood & Co., Charles.....Norwich, Conn.
- Owens & Minor Drug Co., The.....Richmond, Va.

P

- Pabst Brewing Co. ("Best" Tonic Dept.)
Milwaukee, Wis.
- Paine Drug Co., The.....Rochester, N. Y.
- Parke, Davis & Co.....Detroit, Mich.
- Parker-Blake Co. (Ltd.)
Tchoupitoulas & Gravier sts., New Orleans, La.
- Peacock Chemical Co.....112 N. 2d st., St. Louis Mo.
- Perkins Co., John W.....Portland, Me.
- Peter-Bauer Drug Co....235 W. Main st., Louisville, Ky.
- Pfizer & Co., Charles.....81 Maiden Lane, New York
- Pharmacal Drug Co..329 Washington st., Buffalo, N. Y.
- Pinkham Medicine Co., The Lydia E.....Lynn, Mass.
- Piso Company, The.....Warren, Pa.
- Plimpton, Cowan & Co....50 E. Swan st., Buffalo, N. Y.
- Polk & Calder Drug Co.....Troy, N. Y.
- Potts Drug Co., The C. E.....Wichita, Kan.
- Powers-Taylor Drug Co.....Richmond, Va.
- Purcell, Ladd & Co.....Richmond, Va.

R

- Radway & Co.....55 Elm st., New York
- Redington & Co.....23 Second st., San Francisco, Cal.
- Richardson Drug Co.....Omaha, Neb.
- Richardson Drug Co., The L.....Greensboro, N. C.
- Rio Chemical Co.....56 Thomas st., New York
- Robinson & Son, R. W....186 Greenwich st., New York
- Robinson-Pettet Co....528 W. Main st., Louisville, Ky.
- Roessler & Hasslacher Chemical Co., The
100 William st., New York

ACTIVE MEMBERS—Continued.

S

- Saginaw Valley Drug Co.....Saginaw, Mich.
- San Antonio Drug Co.....San Antonio, Tex.
- Sanford, Chamberlain & Albers Co....Knoxville, Tenn.
- Schenck & Son, J. H...6th & Arch sts., Philadelphia, Pa.
- Schering & Glatz.....58 Maiden Lane, New York
- Schieffelin & Co.....170 William st., New York
- Schiffmann, Dr. R.....369 Jackson st., St. Paul, Minn.
- Schneider & Irving Drug Co.....Troy, N. Y.
- Schuh Drug Company.....Cairo, Ill.
- Scott & Bowne.....409-415 Pearl st., New York
- Scott & Co., Jno. M.....Charlotte, N. C.
- Searle & Hereth Co., The.....73 Wells st., Chicago, Ill.
- Sharp & Dolime.....301 W. Pratt st., Baltimore, Md.
(General offices, 41 John st., New York.)
- Sheehan & Co., John H.....Utica, N. Y.
- Shoemaker & Busch.....602 Arch st., Philadelphia, Pa.
- Shoemaker & Co., Robert
4th and Race sts., Philadelphia, Pa.
- Sisson & Co., T.....Hartford, Conn.
- Smith & Co., Valentine H.
2d & Green sts., Philadelphia, Pa.
- Smith Drug Co., C. D.....St. Joseph, Mo.
- Smith, Kline & French Co., 431 Arch st., Philadelphia, Pa.
- Snow & Co., C. W.....Syracuse, N. Y.
- Solomons Co.....Savannah, Ga.
- Sommer's Drug Co., Aldo.....Quincy, Ill.
- Spokane Drug Co.....Spokane, Wash.
- Spring Drug Co., C. M.....Joplin, Mo.
- Spurlock-Neal Co.....Nashville, Tenn.
- Stanley & Brown Drug Co.
31 Hopkins Pl., Baltimore, Md.
- Steinbacher & Co., E.....Akron, Ohio
- Stein-Gray Drug Co., The.230 E. 4th st., Cincinnati, Ohio
- Stewart & Holmes Drug Co..Seattle and Tacoma, Wash.
- Stewart Co., Daniel.....Indianapolis, Ind.
- Strong, Cobb & Co....112 Superior st., Cleveland, Ohio

ACTIVE MEMBERS—Continued.

Strother Drug Co....Lynchburg, Va., and Bristol, Tenn.
Sultan Drug Co.....112 N. 2d st., St. Louis, Mo.

T

Talcott & Co., C. H.....	Hartford, Conn.
Tarrant Co., The.....	21 Jay st., New York
Taylor, Geo. E.....	Leadville, Colo.
Terry-Taylor Drug Co.....	Norfolk, Va.
Thompson, Sons & Co., John L.....	Troy, N. Y.
Torbert, W. H.....	Dubuque, Iowa

U

Upjohn Co., The.....Kalamazoo, Mich.

V

- Van Deusen Bros.....Kingston, N. Y.
- Van Natta-Lynds Drug Co.....St. Joseph, Mo.
- Van Vleet-Mansfield Drug Co.....Memphis, Tenn.
- Vogeler Drug Co., The Alfred
217 E. 6th st., Cincinnati, O.

W

- Wakefield & Co., C.....Bloomington, Ill.
- Walding, Kinnan & Marvin Co., The.....Toledo, Ohio
- Walker & Gibson.....Albany, N. Y.
- Walther-Robertson Drug Co., The
436 7th ave., Pittsburg, Pa.
- Wampole & Co., Henry K.
426-432 Fairmount ave., Philadelphia, Pa.
- Wangler Drug Co.....Waterloo, Iowa
- Ward Bros. Drug Co.....Indianapolis, Ind.
- Western Wholesale Drug Co.....Los Angeles, Cal.
- Whittlesey Co., The Chas. W.....New Haven, Conn.
- Williams & Co., A. H.....Utica, N. Y.
- Williams-Davis-Brooks & Hinchman Sons
(The Michigan Drug Co.).....Detroit, Mich.

ACTIVE MEMBERS—Continued.

World's Dispensary Medical Association

663 Main st., Buffalo, N. Y.

Wyeth & Bro., John, 11th & Washington ave.

Philadelphia, Pa.

Y

Yahr & Langé Drug Co. Milwaukee, Wis.

ALPHABETICAL LIST OF ASSOCIATE MEMBERS.

176

A

- Abbey Effervescent Salt Co., The
9 Murray st., New York
- Acme White Lead & Color Works.....Detroit, Mich.
- Albany Chemical Co.....Albany, N. Y.
- American Can Co.....Bowling Green bldg, New York
- American Chicle Co.....Park Row bldg., New York
- Anheuser-Bush Brewing Association
(Malt-Nutrine Dept.).....St. Louis, Mo.
- Ansbacher Co., A. B....2633 Dearborn st., Chicago, Ill.
- Armour & Company.....205 La Salle st., Chicago, Ill.
- Armstrong Cork Co.....Pittsburg, Pa.
- Ayer Co., The J. C.....Lowell, Mass.

B

- Barrett & Co., M. L.....219 Lake st., Chicago, Ill.
- Barrett Mfg. Co. (Chemical Dept.)
Land Title bldg., Philadelphia, Pa.
- Bauer & Black.....283 25th st., Chicago, Ill.
- Berry Bros. (Limited).....Detroit, Mich.
- Billings-Clapp Co.....Fall River, Mass.
(Offices, 64 Federal st., Boston, Mass.)
- Bovinine Co., The.....75 West Houston st., New York
- Bradfield Regulator Co., The.....Atlanta, Ga.
- Brown Oil Co., Robert B. 516 Rialto bldg., St. Louis, Mo.
- Buehler, Edward H.....134 Lake st., Chicago, Ill.
- Burnett Co., Joseph.....36 India st., Boston, Mass.

C

- Calder Co., Albert L.....Providence, R. I.
- Campion & Co., J. W...916 Filbert st., Philadelphia, Pa.
- Centaur Company, The.....77 Murray st., New York

ASSOCIATE MEMBERS—Continued.

Chase Medicine Co., Dr. A. W.

257 Washington st., Buffalo, N. Y.

Cheney Medicine Co.....1212 Adams st., Toledo, O.

-Chesebrough Mfg. Co.....17 State st., New York

Chiris, Antoine.....18 Platt st., New York

Clarke Bros. & Co.....Peoria, Ill.

Coca-Cola Co., The.....Atlanta, Ga.

Cole & Co., J. W.....Black River Falls, Wis.

-Colgate & Co.....53 John st., New York

Continental Varnish & Color Co.....Kansas City, Mo.

Curtius, Thos. M.....5 Platt st., New York

D

- Davidson Rubber Co.....19 Milk st., Boston, Mass.

Davison & Co., Wm..18 Firemen's bldg., Baltimore, Md.

Davol Rubber Co.....Providence, R. I.

Dent & Co., C. S.....Detroit, Mich.

Detroit White Lead Works.....Detroit, Mich.

- Devoe & C. T. Raynolds Co., F. W.

Fulton & William sts., New York

Dickinson, E. E.....Essex, Conn.

-Dodge & Olcott.....86 William st., New York

E

Eagle White Lead Co....1020 Broadway, Cincinnati, O.

Evans & Sons (Limited).....Montreal, Canada

F

Farbenfabriken of Elberfeld Co..40 Stone st., New York

Florida Wine Co.....Norristown, Pa.

-Fougera & Co., E.....26 N. William st., New York

Fowle & Sons, Seth W.....81 High st., Boston, Mass.

Fox & Sons, H. C.

Schuylkill ave. & Catharine st., Philadelphia, Pa.

Fox, Fultz & Co.....18 Blackstone st., Boston, Mass.

ASSOCIATE MEMBERS—Continued.

G

- Garden City Stationery Co.....Elkhart, Ind.
 - General Chemical Co.....25 Broad st., New York
 Gibbs & Co.....102 Fulton st., New York
 Gibson & Sons, Robert.....Manchester, England
 - Gordon Chemical Co., W. J. M.....Cincinnati, O.
 Gould & Bros, S. W.....Malden, Mass.
 Grand Rapids Brush Co.....Grand Rapids, Mich.
 Grasselli Chemical Co., The.....Cleveland, O.
 Green, G. G.....Woodbury, N. J.
 Greene Nervura Co., Dr....34 Temple pl., Boston, Mass.
 Gregory & Jennings Co.....403 Cherry st., New York
 Grosvenor & Co., J. M.....148 Pearl st., Boston, Mass.

H

- Hall & Ruckel.....215 Washington st., New York
 - Hance Brothers & White
 621 Callowhill st., Philadelphia, Pa.
 Harshaw, Fuller & Goodwin Co.
 Electric bldg., Cleveland, O.
 Hastings & Co.....819 Filbert st., Philadelphia, Pa.
 Hathorn & Co. (Hathorn Spring).....Saratoga, N. Y.
 Henry Pharmacal Co. .300 W. Market st., Louisville, Ky.
 Hires Co., The Chas. E.....Malvern, Pa.
 (Philadelphia office, 3d & Chestnut sts.)
 - Hood Co., C. I.....Lowell, Mass.
 Hopkins & Co., J. L.....100 William st., New York
 Horner, James B.....3 Platt st., New York

I

- Illinois Glass Co.....Alton, Ill.
 Isaacs & Co., A.....58 Beekman st., New York

J

- Jergens & Co., Andrew
 Cor. Spring Grove ave. & Alfred st., Cincinnati, O.
 Johnson & Co., I. S...22 Custom House st., Boston, Mass.
 - Johnson & Johnson.....New Brunswick, N. J.

ASSOCIATE MEMBERS—Continued.

K

- Kilmer & Co., Dr.....Binghamton, N. Y.
- Kirk & Co., James S.....360 N. Water st., Chicago, Ill.
- Kline, Dr. R. H. (Limited)
931 Arch st., Philadelphia, Pa.

L

- Ladd & Coffin.....24 Barclay st., New York
- Lanman & Kemp.....137 Water st., New York
- Lasker & Bernstein.....161 William st., New York
- Lavino, E. J.....310 Bullitt bldg., Philadelphia, Pa.
- Lawrence-Williams Co....275 St. Clair st., Cleveland, O.
- Lazell, Dalley & Co.....12 Duane st., New York
- Lee Co., J. Ellwood.....Conshohocken, Pa.
- Leeming & Co., Thos.....73 Warren st., New York
- Leousi, Clonney & Co.....134 William st., New York
- Liebig's Extract Meat Co
London, Eng., and 105 Hudson st., New York
- Lilly & Co., Eli.....Indianapolis, Ind.
- Lucas & Co., John....4th & Race sts., Philadelphia, Pa.
- Lueders & Co., George
218 Pearl st., New York, and 111 Lake st., Chicago
- Lyman, Knox & Co.....Montreal, Canada
- Lyman, Sons & Co.....Montreal, Canada
- Lyon & Bro., C. B.....172 E. 5th st., St. Paul, Minn.
- Lyon Mfg. Co.....41 S. 5th st., Brooklyn, N. Y.

M

- McIlvaine Bros....1500 Hamilton st., Philadelphia, Pa.
- Magnus & Lauer.....92 Pearl st., New York
- Maltine Co., The....8th ave. & 18th st., Brooklyn, N. Y.
- Mariani & Co.....52 W. 15th st., New York
- Marion Flint Glass Co.....Marion, Ind.
- Marx & Rawolle.....100 William st., New York
- Matheson & Co., Wm. J.....182 Front st., New York
- Mellier Drug Co.....2112 Locust st., St. Louis, Mo.
- Mephram & Co., Geo. S.....East St. Louis, Ill.

ASSOCIATE MEMBERS—Continued.

Merrell Chemical Co., The Wm. S.
5th and Butler sts., Cincinnati, O.
Merz Capsule Co. Detroit, Mich.
Miles Medical Co., The Dr. Elkhart, Ind.
Mound City Paint and Color Co.
811 N. 6th st., St. Louis, Mo.
Mühlens & Kropff. 298 Broadway, New York
Mulford Co., H. K. . . . 412 S. 13th st., Philadelphia, Pa.
Munyon Homeopathic Remedy Co.
1505 Arch st., Philadelphia, Pa.
Murray & Nickell Mfg. Co. . 155 W. Polk st., Chicago, Ill.

N

National Lead Co. (Atlantic Branch)	100 William st., New York
National Licorice Co.	375 Lorimer st., Brooklyn, N. Y.
New York Chemical Co.	Dallas, Tex.
New York Pharmacal Association	Yonkers, N. Y.

O

Oakland Chemical Co. . . . 464 W. Broadway, New York
Obear-Nester Glass Co. . . . 402 N. 3d st., St. Louis, Mo.

P

Pacific Coast Borax Co.	101 Sansome st., San Francisco, Cal.
	Ashland Block, Chicago, Ill.
	100 William st., New York
Palmer, Solon.....	374 Pearl st., New York
Paris, Allen & Co.....	45 Broadway, New York
Paris Medicine Co.....	2622 Pine st., St. Louis, Mo.
Pasteur Vaccine Co.....	160 E. Huron st., Chicago, Ill.
Patch Co., The E. L.....	91 Broad st., Boston, Mass.
Peek & Velsor.....	9 Gold st., New York
Pennsylvania Salt Mfg. Co.	115 Chestnut st., Philadelphia, Pa.

ASSOCIATE MEMBERS—Continued.

Peruna Drug Mfg. Co.....	Columbus, O.
Phillips Chemical Co., Chas. H.	128 Pearl st., New York
Planten & Son, H.	224 William st., New York
Plumly Co., Geo. W.	213 N. 4th st., Philadelphia, Pa.
- Pond's Extract Company	76 5th ave., New York
- Powers & Weightman	9th & Parrish sts., Philadelphia
Pratt & Lambert	176 Fulton st., New York

R

Randolph Paper Box Co.	Richmond, Va.
Ransom, Son & Co., D.	137 Main st., Buffalo, N. Y.
- Reed & Carnrick	42 Germania ave., Jersey City, N. J.
Rogers & Pyatt	78 Maiden Lane, New York
- Rosengarten & Sons	1700 Fitzwater st., Philadelphia, Pa.
Rowell Co., E. N.	Batavia, N. Y.
- Rumford Chemical Works	Providence, R. I.

S

Schoellkopf, Hartford & Hanna Co.	100 William st., New York
- Seabury & Johnson	59 Maiden Lane, New York
Slocum Co., T. A.	98 Pine st., New York
Smith Co., J. Hungerford	Rochester, N. Y.
- Stallman & Fulton Co.	30 Platt st., New York
Sterling Remedy Co.	Kramer, Ind.
Stilwell, Arthur A.	28 Cliff st., New York
Swift Specific Co., The	Atlanta, Ga.

T

- Tetlow, Joseph	134 N. 10th st., Philadelphia, Pa.
Thompson & Co., F. A.	Detroit, Mich.
Thum Co., The O. & W.	Grand Rapids, Mich.
Thurston & Braidich	128 William st., New York
- Tilden Co., The	New Lebanon, N. Y.
- Todd Co., A. M.	Kalamazoo, Mich.
Troemner, Henry	911 Arch st., Philadelphia, Pa.

ASSOCIATE MEMBERS—Continued.

- Trommer Co., The.....Fremont, O.
 Tuttle, Dr. S. A.....27 Beverly st., Boston, Mass.

V

- Valentine's Meat Juice Co.....Richmond, Va.
 Vapo-Cresolene Co.....180 Fulton st., New York
 Veatch, Byron E.....46 Van Buren st., Chicago, Ill.

W

- Ware Co., The Walter F..512 Arch st., Philadelphia, Pa.
 Warner & Co., William R.
 641 N. Broad st., Philadelphia, Pa.
 Washburn & Co., E. L.....New Haven, Conn.
 Wellcome, Henry S. Snow Hill bldg., London, E. C., Eng.
 Wetmore Co., The S. H.....240 Pearl st., New York
 Whittall-Tatum Co.....410 Race st., Philadelphia, Pa.
 Whitelaw Bros.....409 N. 2d st., St. Louis, Mo.
 Whiting & Son Co., John L.
 High & Purchase sts., Boston, Mass.
 Whitney Glass Works.....Glassboro, N. J.
 (Philadelphia office, 227 S. Front st.)
 Will & Baumer Co., The.....Syracuse, N. Y.
 Williams Co., The J. B.....Glastonbury, Conn.
 Wilson, B. O. & G. C.....14 Milk st., Boston, Mass.
 Wirz, A. H.....917 Cherry st., Philadelphia, Pa.
 Wood Products Co.....Buffalo, N. Y.

Z

- Zeilin & Co., J. H.....306 Cherry st., Philadelphia, Pa.

CONSTITUTION.

PREAMBLE.

WHEREAS, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws:

ARTICLE I.

The name of this organization shall be the "National Wholesale Druggists' Association."

ARTICLE II.

The officers of this Association shall be a President, five Vice-Presidents, a Secretary, a Treasurer and a Board of Control, who shall hold their offices one year, or until their successors are elected.

ARTICLE III.

The officers shall be elected by ballot at the regular annual meeting. Each firm an active member of this Association shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV.

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five active members of the Association.

ARTICLE V.

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI.

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII.

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII.

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association, shall be referred. All reports made to the Association shall be referred to the said Board for consideration, before final action.

ARTICLE IX.

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X.

Any firm engaged in the wholesale drug business may, on recommendation of the Committee on Membership and election by the Association, become an active member of this Association upon subscribing to the Constitution and By-Laws, and payment of ten dollars initiation fee and an annual due of fifty dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collateral or kindred to the drug business may be admitted as associate members, in the same manner as provided for the admission of active members, except that the annual dues shall be twenty dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI.

Any member may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on the firm.

ARTICLE XII.

The annual meetings of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee on Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date, as well as the place, of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to the date, if any, previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting, specifying the object for which it is called, shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting

is to be held. At all meetings of the Association, forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII.

Any amendment to, or alteration of, this Constitution may be made at any annual meeting, by a vote of two-thirds of all members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when said alteration or revision shall have been prepared in writing at a meeting at least twenty-four hours previous to taking action on said alteration or revision.

ARTICLE XIV.

There shall be a standing Committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz.: On Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oils and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade-marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be spe-

cial committees on Time and Place of Next Meeting and on Nominations, each of which committees shall consist of five members, to be appointed by the President on the first day of the annual meeting, and the reports of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV.

Any member, against whom charges have been made, may, after a fair meeting, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI.

Any member in good standing, retiring from business and resigning from the Association, may be made an honorary member by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS.

First. No member shall be allowed to speak more than twice on any question at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the

decision of said Board shall be final, subject to appeal to the Association. But in case any member of said Board is interested, he shall not be competent to act.

Sixth. It shall be the duty of any member of this Association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact. The Secretary shall then inform such member in writing that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of membership. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rule or agreement, he shall be subject to such action as this Association shall deem best.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-thirds vote of all the members present and voting.

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

ORDER OF BUSINESS.

1. Call to Order.
2. Calling Roll of Members.
3. Reading of the Minutes of Last Meeting.
4. President's Address.
5. Election of Members.
6. Secretary's Report.
7. Treasurer's Report.
8. Reports of Committees.
9. Miscellaneous Business.
10. Installation of Officers.

APPENDIX.

INDEPENDENT LOCAL ORGANIZATIONS
OF WHOLESALE DRUGGISTS.

(Each of these organizations is entirely *independent*, not being affiliated with or subordinate to the National Wholesale Druggists' Association. This directory is printed simply for information and reference.)

DRUG TRADE SECTION OF NEW YORK BOARD OF
TRADE AND TRANSPORTATION.

Chairman, Albert Plaut.....New York
Lehn & Fink.
Vice-Chairman, Thos. P. Cook.....New York
N. Y. Quinine and Chemical Works.
Treasurer, Wm. A. Hamann.....New York
Roessler & Hasslacher Chemical Co.
Secretary, William H. McConnell.....New York

JOBBER'S SOCIAL CLUB.

President, W. T. Bland.....Atchison, Kans.
McPike Drug Co.
Secretary & Treasurer, L. M. Smith.....St. Joseph, Mo.
C. D. Smith Drug Co.

LAKE ERIE DRUG EXCHANGE.

President, E. L. Strong.....Cleveland, O.
Strong, Cobb & Co.
Vice-President, R. H. Bradley.....Toledo, O.
Walding, Kinnan & Marvin Co.
Secretary & Treasurer, H. B. Fairchild.....Grand Rapids, Mich.
Hazeltine & Perkins Drug Co.

MISSISSIPPI VALLEY DRUG CLUB.

President, W. P. Colburn.....Peoria, Ill.
Colburn, Birks & Co.
Vice-President, A. R. Olney.....Clinton, Ia.
Olney & McDaid.
Secretary & Treasurer, W. T. Harper, Jr.....Ottumwa, Ia.
J. W. Edgerly & Co.

NEW ENGLAND DRUG EXCHANGE.

President, W. B. Young.....Norwich, Conn.
Lee & Osgood Co.
Vice-President, B. R. Lane.....Portland, Me.
J. W. Perkins Co.
Secretary, Fred L. Carter.....Boston, Mass.
Carter, Carter & Meigs.
Treasurer, C. C. Goodwin.....Boston, Mass.
Eastern Drug Co.

O., K. & I. DRUG EXCHANGE.

President, M. Cary Peter.....Louisville, Ky.
Peter-Bauer Drug Co.
Vice-President, G. F. Sichelstiel, Jr.....Pittsburg, Pa.
W. J. Gilmore & Co.
Secretary & Treasurer, Robert H. Bradley.....Toledo, O.
Walding, Kinnan & Marvin Co.

PACIFIC DRUG EXCHANGE.

President, W. P. Redington.....San Francisco, Cal.
Redington & Co.
Vice-President, Wm. Geary.....Sacramento, Cal.
Kirk, Geary & Co.
Treasurer, C. F. Michaels.....San Francisco, Cal.
Langley & Michaels Co.
Secretary, R. H. Bennett, Jr.....San Francisco, Cal.
123 California Street.

PHILADELPHIA DRUG EXCHANGE.

President, Adam Pfromm.....Philadelphia
Pfromm & Kindig.
Vice-President, Edward J. Lavino.....Philadelphia
310 Bullitt Building.
Secretary, William Gulager.....Philadelphia
253 Bourse Building.
Treasurer, Edward H. Hance.....Philadelphia
Hance Brothers & White.

SOUTH ATLANTIC DRUG CLUB.

President, Dr. W. J. Murray.....Columbia, S. C.
Murray Drug Co.
Vice-President, I. A. Solomons.....Savannah, Ga.
Solomons Co.
Secretary & Treasurer, Jno. M. Scott.....Charlotte, N. C.
Jno. M. Scott & Co.

SOUTHERN DRUG CLUB.

President, D. D. Philips.....Nashville, Tenn.
 Berry, Demoville & Co.
 Vice-President, John W. Durr.....Montgomery, Ala.
 Gay, Hardie and Durr.
 Secretary & Treasurer, H. H. Sinnige.....Birmingham, Ala.
 2219 Highland Avenue.

WESTERN WHOLESALE DRUG ASSOCIATION.

President, J. C. Fox.....Atchison, Kans.
 Secretary, Otto Stein.....Cincinnati, O.
 Stein-Gray Drug Co.
 Treasurer, C. P. Walbridge.....St. Louis, Mo.
 J. S. Merrell Drug Co.

NATIONAL ASSOCIATIONS IN THE DRUG TRADE.

AMERICAN PHARMACEUTICAL ASSOCIATION.

President, Geo. F. Payne.....Atlanta, Ga.
 Secretary, Chas. Caspari, Jr.....Baltimore, Md.
 109 Aisquith Street.
 Treasurer, S. A. D. Sheppard.....Boston, Mass.

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

President, Robt. K. Smither.....Buffalo, N. Y.
 Secretary, Thos. V. Wooten.....Chicago, Ill.
 79 Dearborn Street.
 Treasurer, R. S. Vitt.....St. Louis, Mo.

PROPRIETARY ASSOCIATION OF AMERICA.

President, Herbert B. Harding.....New York
 111 William Street.
 Secretary, Joseph Leeming.....New York
 73 Warren Street.
 Treasurer, C. W. Griffith.....New York
 409 Pearl Street.



